

GRAIN DEALERS' JOURNAL

Published on the 10th and 25th of each month by the Grain Dealers Company.

Vol. XV. No. 1.

CHICAGO, ILL., JULY 10, 1905.

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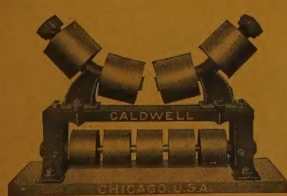
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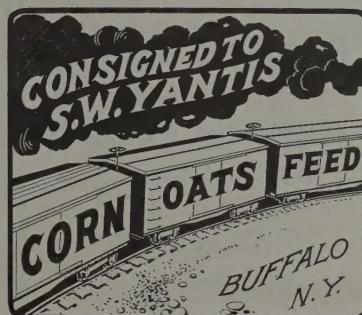
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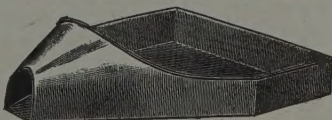
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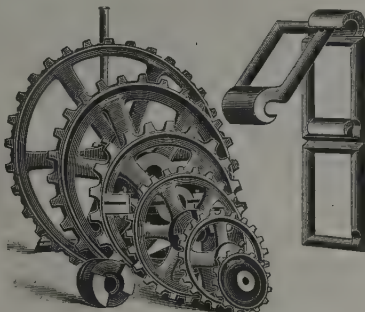
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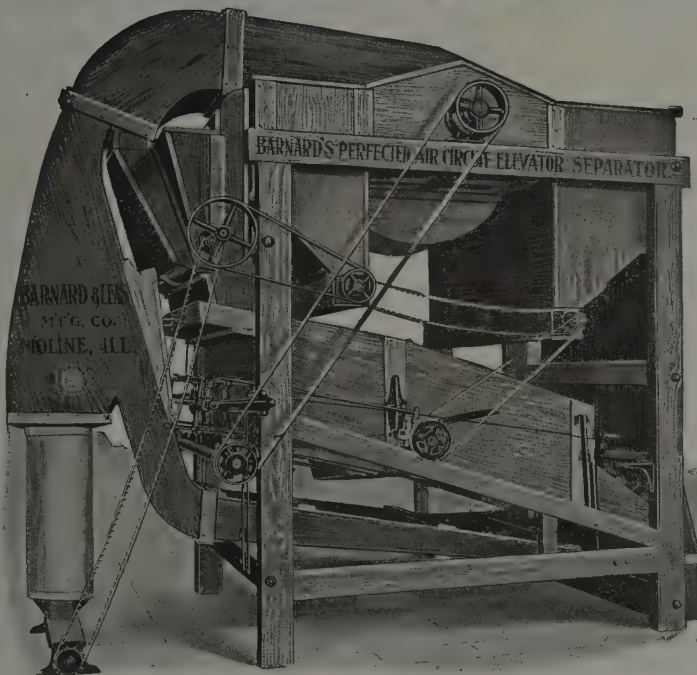


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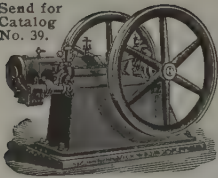
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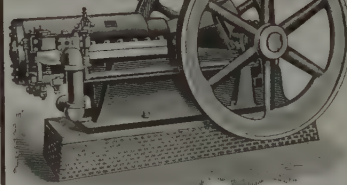
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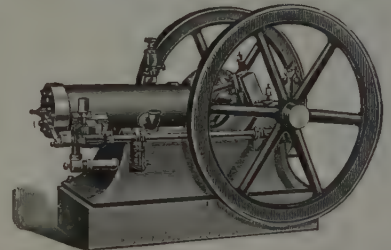
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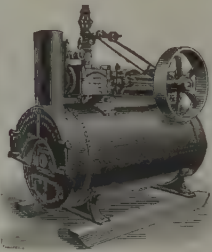


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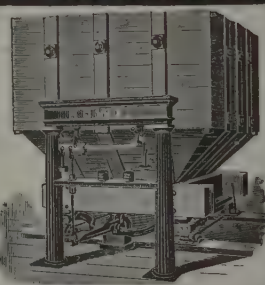


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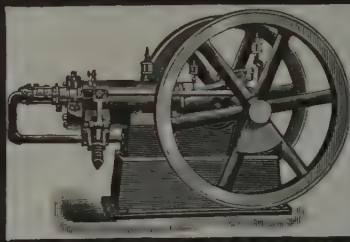
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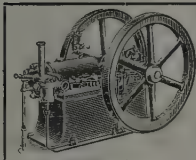
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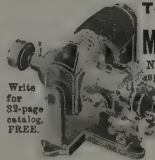
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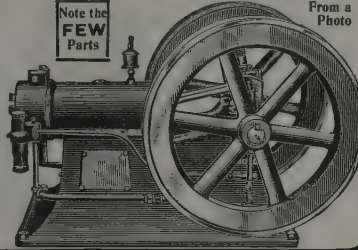
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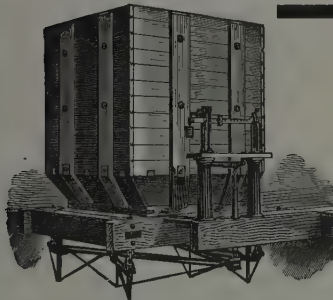
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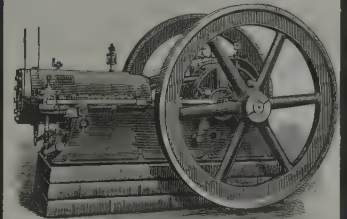


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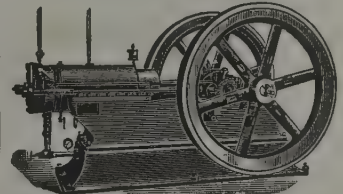
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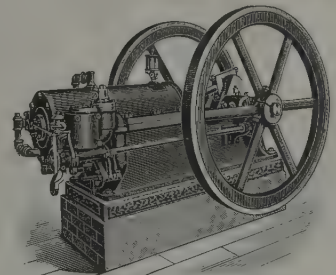
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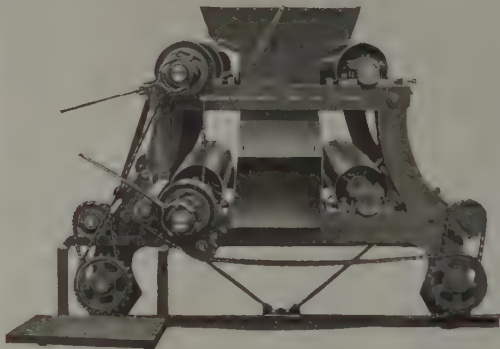
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Grain Register is invaluable to the country grain man and is designed to facilitate the work of keeping a record of weights and number of bushels in wagon loads of grain received.

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Each page has spaces for 40 wagon loads and each book has 100 pages, making each book contain spaces for records of 4,000 loads. The book is well printed and ruled on sterling ledger paper, and substantially bound in full heavy canvas covers.

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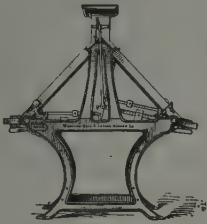
Sales, Shipments and Returns is invaluable to the country grain man in keeping record of his sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10½x16½ inches, used double. The left-hand pages are ruled for information regarding **Sales and Shipments**; the right-hand pages for **Returns**. Under **Sales** the column headings are Date, Amount Sold, Price, Grain, Terms. Under **Shipments** are Date, Car Number and Initial, Our Weights in Bushels, Grade, Route, Rate. Under **Returns** are Destination Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

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255 La Salle St., Chicago, Ill.

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255 La Salle Street, - Chicago, Ill.

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No. 62, is designed especially for country dealers who use scale tickets. It is a book 9x12 inches, check bound in heavy board covers. It contains 200 sheets, 100 white sheets being interleaved with 100 manila sheets. On one side of the white sheets are printed 8 scale tickets. The sheet is perforated so that each ticket can easily be removed.

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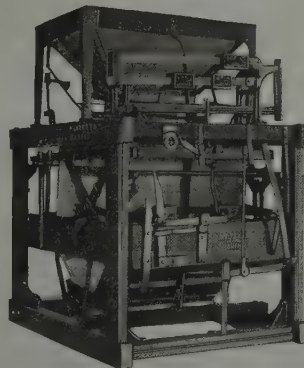
The
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Automatic Scales



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men.

Yours very truly,
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Be careful and address
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Any Style and Capacity
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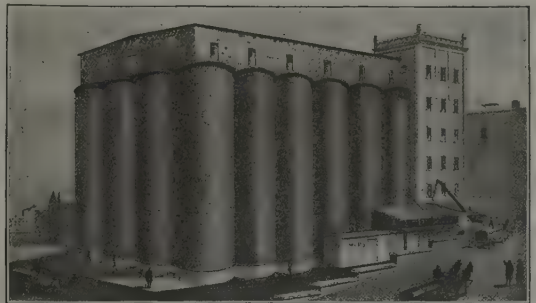
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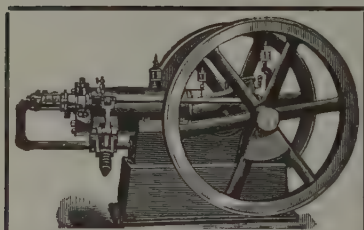
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Complete Equipments for Grain Elevators a Specialty.

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Easy to operate.
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Cheap as a stairway.

No bother. Time, money and labor savers. Write us for lowest prices and description.

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16-inch pulley—16 inch face.
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Are you tired of having a man stand with his hand on the feed gate lever watching cups that are ascending half full?

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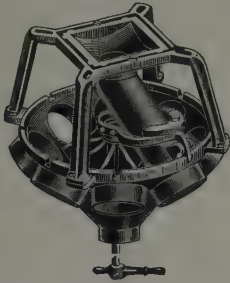
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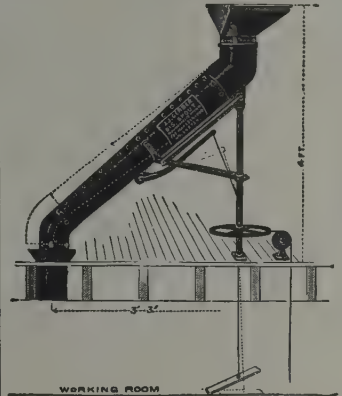
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GRAIN DEALERS JOURNAL

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This machine is acknowledged by all who have used it to be the most perfect cleaner made for all kinds of seeds—Clovers, Timothy, Red Top, Blue Grass, Millet, Flax, etc., and is equally as good for all kinds of grain. A "Clipper"

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SHELL YOUR CORN WITH A New Process Warehouse Corn Sheller

Then you will get all the corn off the cob without breaking or cracking the kernels.

This sheller is made especially for elevator work, with capacities ranging from 300 to 1500 bushels per hour. It is the ideal sheller to use. Occupies small space. The best results are obtained, when sheller is to take ear corn direct from pit, by making the pit-bottom hoppers from three sides toward a vertical side next to sheller with a large gate in the vertical side so the ear corn can flow out through same into the receiving hopper of the sheller.

Get our catalog describing full line of **New Process Corn Shellers and Cleaners** for elevators and warehouses

If you are building a new elevator or in need of machinery and supplies for your old one, we can save you money. Write us.



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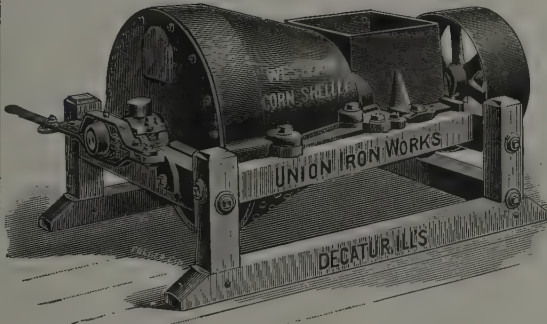
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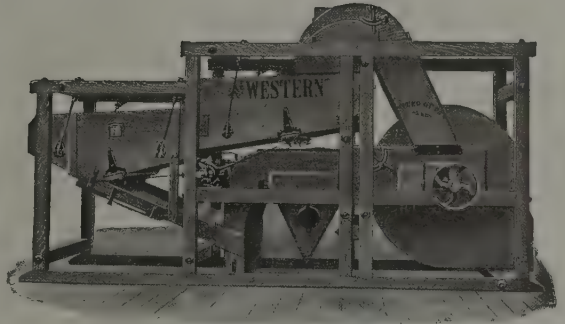
is used more extensively than all others for collecting dust in grain elevators.

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Plans to Suit Each Location by a Licensed Architect

Manufacturers of the justly celebrated WESTERN MACHINERY—Corn Shellers, Corn Cleaners, Elevator Heads and Boots, Pulleys, Boxes, Shafting, etc.

WRITE FOR OUR CATALOG AND PRICES

ELEVATORS FOR SALE.

TWO ELEVATORS for sale. Large territory. Price, \$4,500. Address Lock Box 121, Menlo, Iowa.

FOR SALE—A good 10,000-bushel capacity cribbed elevator in a good, live western Iowa town; has a good grain territory. Address Lock Box 188, Ida Grove, Ia.

MODERN ELEVATOR and coal business for sale in county seat town of northern Iowa; either one separate. Address Garn, Box 12, Grain Dealers Journal, Chicago, Ill.

FOR SALE, a line of eight elevators in Southern Minnesota and Northern Iowa; will pay good money on the investment. Aaron Smick, Mill & Elevator Broker, Decatur, Ill.

ELEVATOR FOR SALE, good as new, cap. 30,000 bus.; handles 150,000 bus.; no competition at station; center of Illinois corn belt on the C. H. & D. Address Box 10, Burrowsville, Ill.

TWO MODERN ELEVATORS for sale; one in Minnesota; one in Iowa. Well located; easy competition with splendid crop prospects. Inquire 81 Chamber of Commerce, Minneapolis, Minn.

ELEVATOR FOR SALE in Western Nebraska; steam power, B. & L. Separator, Fairbanks hopper and wagon scales. Two elevators at station; big territory. Address Well, Box 12, Grain Dealers Journal, Chicago, Ill.

ELEVATOR, lumber and coal business in Western Indiana for sale. 15,000 bu. capacity, handles about 200,000 bu. corn, oats and wheat per year. Lumber shed, 56x60. Coal bins for 250 tons. No competition in either line. Good town, churches and schools. Address Day, Box 8, Grain Dealers Journal, Chicago, Ill.

ELEVATOR, GRAIN AND COAL business for sale at one of the best stations in Central Illinois on Wabash Railroad; ideal location, good town, good schools, good churches; 600,000 bu. station. Address Post, Box 8, Grain Dealers Journal, Chicago, Ill.

FOR SALE—Cheap, at Altamont, Ill., one of the best arranged Grain Elevators and Implement houses; also large coal house with ground; good opening for a grain, hay, coal and live stock man. Price, \$3,500.00. Located on B. & O., Wabash, Vandalia and C. & E. I. R. R.'s. Address Byron Piper, Altamont, Ill., or A. F. W. Luehrmann, St. Louis, Mo.

NEW ELEVATOR FOR SALE in Central Ohio. Modern and up to date in every respect, most complete plant in interior Ohio. Capacity, bins cribbed, 50,000 bu. Ear corn 8,000 bu. Mill feed 50 tons, flour storage 1,000 bbls. Thoroughly equipped with machinery including a complete corn meal outfit. In one of the best grain sections of the state. Shipping facilities unexcelled with the advantage of five railroads. Doing a good grain business, wholesale flour (1,000 bbls. per month), coal and retail trade. Good for \$4,000.00 to \$5,000.00 net profits per year. Best of reasons for selling. For further particulars, address Snap, Box 9, Grain Dealers Journal, Chicago, Illinois.

ELEVATORS FOR SALE.

ELEVATOR FOR SALE—Address Lock Box 591, Madison, South Dakota.

ELEVATORS FOR SALE; if you mean business, write for my list. Aaron Smick, Decatur, Ill.

ELEVATOR AND COAL business for sale. Cheap if sold soon. Charles F. Lambert, Orestes, Ind.

GRAIN & COAL business for sale in one of the best towns in North Texas; good investment and good prospects. Address Ville, Box 1, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE—20,000 bus. capacity. Hay warehouse in connection. On 3 railroads, county seat, 3,000 people. Electric power, cheap for cash or will trade for farm. Write Box 40, Allegan, Mich.

ELEVATOR, HAY and COAL BUSINESS for sale. In good repairs; gasoline power. In good town; located in excellent territory in northwestern Ohio. A bargain if sold soon. Address C, Box 11, Grain Dealers Journal, Chicago, Ill.

GRAIN AND BEAN ELEVATOR for sale; grain elevator 10,000 bus. capacity, bean elevator 8,000 bus. capacity; coal and hay and cement sheds; all in good shape; in good territory, located on C. H. & D. and P. M. R. R.'s. Address N. Kerr & Son, Melvin, Mich.

ELEVATOR FOR SALE for one-half its real value; located in good town of 1,500; no competition within seven miles; good crop prospects; belting, machinery and all equipments good and running every day. Address Lock Box 12, Grain Dealers Journal, Chicago, Ill.

ELEVATOR, 15,000-bu. capacity, for sale, with corn sheller and warehouses to store 50,000 bu. of grain; good wholesale and retail trade; in good black land country; with good corn crop now made; same will begin to move by September 15th. Address, O. H. Black, Leonard, Texas.

GOOD 8,000-BUSHEL ELEVATOR for sale, Howe Hopper Scale, Barnard & Leas Separator, Coffield Gasoline Engine, Howe 6-ton Wagon Scale under roof, two-story building for flour, etc., ice-house and seven lots. On C. & N. W. R. R. Will sell all or part. Address Geo. L. King, Ida Grove, Iowa.

FOR SALE or trade for Kansas land, a 10,000 bushel capacity elevator; feed and flour exchange, and a good coal business. Good engine and cleaner; all up to date machinery. A store room 25x90 feet. Located on the Lake Shore R. R. and St. Joe Interurban. For further information address S. S. Eash, Shipshewana, Indiana.

ELEVATOR FOR SALE, 15,000 bushels capacity, and coal sheds for 100 tons of coal; all nearly new, and in best of order; situated in Clay Co., Kansas, on the U. P. Railroad, in as good a grain district as there is in the state. None need write unless you mean business. Terms easy; price, \$4,000. Address A. W. Schenberger, Wakefield, Kansas.

ELEVATORS FOR SALE.

FOR SALE—Northwest Iowa grain and coal business. Good trade. Good prospects. Address G. & C., Box 12, Grain Dealers Journal, Chicago, Ill.

FOR SALE—I have several very desirable elevators in my hands for sale. For particulars call on or address E. B. McComb, 21 Board of Trade, Indianapolis, Indiana.

ELEVATOR FOR SALE, 15,000 bu. capacity; located in No. Western Ohio; no competition; excellent farming territory. For particulars address Lock Box 254, Mendon, Ohio.

NEW OHIO ELEVATOR with good coal business in connection, located in good corn, wheat and oats territory, for sale or exchange for stock of hardware. Address D. Kester, Pikeville, Ohio.

TWO ELEVATORS for sale in the corn belt of Iowa; handle lumber, coal and feed at each elevator. Will sell elevators with or without lumber yards. Address John, Box 1, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE on the Grand Trunk Railroad in Western Michigan, capacity 60,000 bushels; well equipped with machinery for handling grain and beans; will sell cheap. Address Wright, Box 1, Grain Dealers Journal, Chicago, Ill.

THREE SMALL ELEVATORS for sale on Chicago Great Western Railway, Southern Minnesota. Well located, gasoline power, dump scales, and at stations with only one competitor. Will sell separately or together. Address The John Miller Co., Chamber of Commerce, Minneapolis, Minn.

GRAIN WAREHOUSE for sale; could be converted into an elevator at small expense. Small stock of lumber; paints, oils, hardware, etc.; corn crib; six ton wagon and stock scale. Reason for selling, desire to retire from business on account of age. For particulars, address Orin Palmer, Kemper, Ill.

MISCELLANEOUS.

WOOL WANTED. We are in the market as wool jobbers and will pay the market price. Address Berne Grain & Hay Co., Berne, Ind.

ASK YOUR DEALER for the Usona Manila Rope Dressing and the Ivy Bar Belt Dressing or write to the manufacturers. Messrs. Scott & Co., Chicago.

FOR SALE—Genuine wool felt roofing; 99 per cent pure asphalt paint for felt and metal roofs and buildings, bridges, boilers and stacks; estimates furnished on self-supporting roofs. Address The Bicknell Mfg. & Supply Co., Janesville, Wis.

WANTED—The address of every dealer handling chicken feed; samples of our PHOENIX BRAND POULTRY FOOD, MONITOR BRAND CHICK FOOD, Chicken Wheat, Kaffir Corn, Millets, etc., sent free upon application.

THE ILLINOIS SEED CO.,
Department "E," Chicago, Ill.

ELEVATORS WANTED.

ELEVATORS WANTED in Illinois, at a price for which they can be sold. Aaron Smick, Decatur, Ill.

ELEVATOR WANTED in exchange for a small farm joining a good town of 800. Address 1638-E-Avenue, Cedar Rapids, Iowa.

ELEVATORS WANTED at good points in Minnesota or North Dakota. Address Colfax, Box 12, Grain Dealers Journal, Chicago.

WANTED TO BUY a good elevator handling not less than 150,000 bushels of grain; in central Illinois. Address A. Y. Munson & Son, Decatur, Ill.

ELEVATOR wanted in exchange for a good farm in Atchison County, Kan. Consideration \$6,500.00. Address Farm, Box 12, Grain Dealers Journal, Chicago, Ill.

WANTED to buy or rent a good paying elevator that has big territory in North Dakota or Minnesota. Address P. E. O., Box 1, Grain Dealers Journal, Chicago, Ill.

ILLINOIS elevator, handling at least 200,000 bushels annually and having lumber and coal in connection, wanted. Give full particulars. W. J. Marshall, 1030 Winona St., Chicago, Ill.

ELEVATOR WANTED—In exchange for general store; stock invoice \$7,500. Good town and country around it. Yearly sales \$16,000; good thing for party that wants retail business. Address G. A. H., Box 395, Celina, O.

HELP WANTED.

FOREMAN WANTED who thoroughly understands grain elevator work; capable of working from plans and figuring out requirements; must be able to handle men. Answer by letter with reference to Fred Fredline, 503 Traders Bldg., Chicago, Ill.

SHIPPER WANTED—Reliable corn and oats shipper in Chicago who is not already represented in Washington, D. C. or vicinity wanted; on brokerage basis. Address Broker, Box 12, Grain Dealers Journal, Chicago, Ill.

GRAIN BUYER WANTED for a country station in Nebraska; must be competent to run a steam engine; one who can talk German preferred; address, with references, S., Box 1, Grain Dealers Journal, Chicago, Ill.

PERSON experienced in keeping lists of grain shipper corrected up to date wanted; state where and how much experience had, and how much salary wanted. Must write plain, bold hand. F. W. & C. Co., Box 1, Grain Dealers Journal, Chicago, Ill.

SITUATIONS WANTED.

SITUATION WANTED as manager of an elevator, thoroughly understand the handling and purifying of grain; can give best of references. Address Robt. Nabstedt, Davenport, Iowa.

SITUATIONS WANTED.

SITUATION WANTED by young man experienced in grain, coal and lumber business; good references. Address F. R. J., Box 17, Fontanelle, Iowa.

POSITION WANTED as traveling man; first class; 10 years' grain experience; best reference. Address R. F. J., Box 12, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED with some grain firm. Have had considerable experience in elevator work. Address C. W. J., Box 12, Grain Dealers Journal, Chicago, Ill.

SITUATION WANTED by a man with 20 years' experience in grain and lumber; fully competent to manage. Address Manager, Box 11, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as miller or manager, or both, in mill of 40 to 200-bbls. capacity, or elevator. Can furnish good references, etc. Address 32 South 9th St., Noblesville, Indiana.

SITUATION WANTED as grain buyer in country town; German and American spoken; three years experience; best reference; honest. Address J. J., Box 304, Parkersburg, Ia.

POSITION WANTED as traveling solicitor or purchaser for grain firm. Ten years' experience in grain business. Familiar with Oklahoma, Kansas, Iowa, Missouri and Illinois trade. Address Traveler, Box 7, Grain Dealers Journal, Chicago, Ill.

SITUATION WANTED as grain buyer, seller or elevator manager, by thoroughly experienced man, understanding mixing and handling of all kinds of grain; also grades of the different markets; best of references. Address H. A., Box 42, Vienna, Ill.

SITUATION WANTED as foreman to buy grain at some country point or as solicitor on the road for some Chicago firm. Can give the best of references; 15 years experience in grain and lumber. Address Ford, Box 10, Grain Dealers Journal, Chicago, Illinois.

POSITION wanted by young man, who has had wide experience in the grain business and able to furnish the best of references as to ability and character. At present under contract until July 1st. Address Kroy, Box 10, Grain Dealers Journal, Chicago, Ill.

SITUATION—An expert accountant in the grain business desires permanent position. Age 28; married; have had seven years' experience; excellent penman; best of references as to character and executive ability. Address Accountant, Box 1, Grain Dealers Journal, Chicago, Ill.

IF YOU can use a man 30 yrs. old, with no bad habits, who has had 5 yrs. experience in the grain, coal and feed business, with live stock and lumber as a side issue, one year each on the road and in the retail grocery business, drop me a line. Address Arodle, Box 11, Grain Dealers Journal, Chicago, Ill.

SITUATIONS WANTED.

POSITION WANTED by experienced book-keeper and grain man. Station in good section on joint account preferred. Best references. Address Santa, Box 1, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED by young man; have had experience in buying corn, oats, wheat and live stock; can give best of references. Will invest \$1,000.00 as partner in good paying business; prefer Oklahoma, Indian Ty., Kansas or Nebraska. Address Laur Troth, Lock Box C, Clarinda, Iowa.

MILLS FOR SALE.

FLOURING MILL for sale or trade; 200-bbl. capacity. For particulars and terms address Cameron Investment Company, Cameron, Missouri.

FOR SALE—75-bbl. sifter mill in A-1 condition; located in No. Western Ohio. Arranged for handling all kinds of grain; nearest competition, 10 miles; excellent farming territory; terms to suit purchaser. For particulars address Lock Box No. 254, Mendon, Ohio.

A SNAP—Controlling interest in one of the best feed and cereal mills in southern California; doing a large business; price, \$20,000. I will buy the control, and give good position to right party. Answer quick to X, Box 1, Grain Dealers Journal, Chicago, Illinois.

MILLS FOR SALE—Swartley Mill, Doylestown, Pa., 120-bbls., Gochbauer Mill, Boiling Springs, Pa., 100 bbls., Columbia Mill, Columbia, Pa., 250 bbls., Loucks-Codorus Mill, York, Pa., 125 bbls. Feed Mill, North Wales, Pa., 100 bbls. C. H. Dempwolf, York, Pa.

BEST WATER POWER AND MILL proposition in the West. Large stream, rock bottom, permanent dam, business established, best wheat, corn and alfalfa country. Great opportunity to install alfalfa hay mill, best paying business with great demand for products. O. K. Olmstead, Orleans, Nebraska.

FLOUR AND FEED MILL for sale. Nearly new; established two years. Located in one of the best wheat centers in Northern Michigan on Pere Marquette Ry. Fine opening for hay and grain buyer. Small amount will buy, account of other business requiring owners attention. Address Custer Milling Co., Custer, Michigan.

WE OFFER for sale our 100-barrel water power mill, building 44x100, 4 stories and basement; adjoining mill is an elevator of 65,000 bushels capacity. Mill and elevator are operated by best water power in the state. Also good sized barn, two dwelling houses with 33 acres of land; no better grain section in Ohio. We have operated this plant very successfully for the past 14 years; on account of other business interests requiring a change of residence we are compelled to sell it. Offered at half its value for quick sale. Call on or address Edwards Brothers, Troy, Miami Co., Ohio.

The Rate for Advertisements in above Departments is 15 cents per line each insertion.

ENGINES FOR SALE.

GAS ENGINE for sale, 25 h. p. with fixtures as good as new, run three years. Address Berne Grain & Hay Co., Berne, Ind.

GASOLINE ENGINE for sale, 30 H. P. Cost over \$900. First class condition. Price \$300. Dr. Schmidt, Covington, Ky.

FOR SALE—50 and 60-h. p. Gasoline Engines; practically new at a bargain. Room 515 Ogden Building, 34 Clark St., Chicago, Ill.

GASOLINE ENGINES, all sizes. One 12 H. P. good as new at a bargain. Lammert & Mann, 157 So. Jefferson Street, Chicago, Illinois.

ONE 20 H. P. Slide valve horizontal engine, and one 5 x 4 steam pump. Good condition. Thos. Ramsey, 2600 Harvard Street, Chicago, Ill.

ST. LOUIS CORLISS ENGINE, 20 x 42, for sale. Good as new. For particulars apply to the Aug. J. Bulte Milling Co., Kansas City, Mo.

FOR SALE—65-h. p. Foos Gas Engine; 12-h. p. Lambert Gasoline Engine; both in good condition. Backus Gas Engine, 22 S. Canal St., Chicago, Ill.

GASOLINE ENGINE: Fairbanks & Morse, 8-h. p. A-1 condition; full complement of tanks, batteries and pipes; bargain. Borreson, 510-5th St. S. Minneapolis, Minn.

CHARTER GASOLINE engine, 6 H. P., good as new, \$135.00 takes it. Other sizes in stock. For new engines send for catalogue of the "Coin" gasoline engine. F. W. Coin, 2436 Michigan Ave., Chicago, Illinois.

2ND HAND ENGINES for sale. One 5 h. p. Fairbanks; two 8, one 10, and one 16 h. p. Otto; one 10 h. p. Columbus; one 25 h. p. and one 30 h. p. Webster; 18 h. p. Olds. All makes of engines. A. H. McDonald, 36 W. Randolph St., Chicago.

OTTO GAS or GASOLINE ENGINE for sale. 38 H. P., good as new but too small, now being replaced by 75 H. P. Will sell cheap for cash or a little cash and balance in time, payments to suit. Address The H. L. Strong Grain Co., Kansas City, Mo.

GASOLINE ENGINES for sale at a bargain.

One 10-h. p. Columbus.
One 14-h. p. Ohio.
One 5-h. p. Charter.
One 2½-h. p. Weber.
One 12-h. p. Van Duzen Engine.
One 6-h. p. Fairbanks Electric Lighting Engine with dynamo. All are in first-class condition. C. P. & J. Lauson, 103 W. Water St., Milwaukee, Wis.

FOR SALE—Gas and Gasoline Engines; new and second hand.
16-h. p. Thompson Lewis Gasoline in first class condition\$385.00
10-h. p. White & Middleton.....\$300.00
17-h. p. White & Middleton.....\$410.00
7-h. p. Gus.....\$185.00
12-h. p. Otto.....\$240.00
7-h. p. Charter.....\$170.00
2-h. p. Tuttle.....\$60.00
in stock for immediate delivery.
Alexander & Crouch,

33 S. Canal St., Chicago.

ENGINES FOR SALE.

FOR SALE—45-h. p. SIDE VALVE; Atlantic; new; \$200. C. W. Montgomery, Onward, Ind.

NEW ERA 20-h. p. gasoline engine for sale; in good condition. Dualey & Co., Wren, Indiana.

ONE 16x24 175 H. P. Atlas Automatic engine, good as new; Pfannmueller, 1134 1st Nat. Bank Bldg., Chicago, Ill.

One 4 H. P. Lammert & Mann gasoline engine, almost new, cheap. C. A. Kregar, Box 10, Grain Dealers Journal, Chicago.

GASOLINE, and steam engines, and boilers bought, sold and exchanged. T. Lennox Machinery Co., 10 South Clinton St., Chicago, Ill.

GASOLINE ENGINE for sale; 25-h. p. Fairbanks gasoline engine. Now in use and in good repair. Delivery Aug. 15th. Bemis Bro. Bag Co., Kansas City, Mo.

FAIRBANKS GASOLINE ENGINE for sale; used 18 months; good as new; wish to sell because need more power. Address Horner Elevator & Mill Company, Lawrenceville, Ill.

FOR SALE—Modern 8-h. p. gas engine at a bargain, for \$150; reason for selling, must install a larger engine. Imperial Expanded Metal Co., 1538 Monadnock Block, Chicago, Ill.

FOR SALE—If you want a good second hand gas or gasoline engine from 2-h. p. up, or a place to have your repairing done, address J. E. Plunket, 119 Washington Blvd., Chicago, Ill.

GASOLINE ENGINES FOR SALE.
One 12-h. p. Webster.....\$325.00
One 25-h. p. Otto.....\$425.00
One 35-h. p. Otto.....\$550.00
Colborne Mfg. Co.,
35 Indiana St., Chicago.

FOR SALE.
8-h. p. Thompson Lewis gasoline engine; \$175.00 cash; splendid bargain at this price; extra good order.
DAVIS-JOHNSON CO.
9 S. Canal St., Chicago, Ill.

SLIGHTLY USED GASOLINE ENGINES FOR SALE.

1-4½ h. p. Webster.....\$125.00
1-5 h. p. Charter.....135.00
1-5 h. p. Webster.....150.00
1-3½ h. p. Burrell.....100.00
1-7½ h. p. Webster.....300.00
1-2 h. p. Stover.....50.00
1-12 h. p. Webster new.....400.00
The above engines we will guarantee in first class condition.

ALLEN P. ELY & CO.,
1110 Douglas St. Omaha, Neb.

FOR SALE

White Pine.—Second-hand, 2 x 6 in., surfaced two sides, No. 1 quality, in quantities to suit, carlots or less, f. o. b. Minneapolis.

Apply

The Albert Dickinson Co.

Minneapolis, Minn.

ENGINES FOR SALE.

GASOLINE engine for sale, 10-h. p. Temple Pump Co., 15th Place, Chicago.

MACHINES FOR SALE.

FOR SALE—1 No. 2 Marseilles sheller; used one year; 1 100-bushel U. S. hopper scale. Both in good condition. Address, M. J. Lee, Redmon, Ill.

FOR SALE, Marseilles Corn Sheller, slightly used. Price \$150 f. o. b. cars Cincinnati. For further information address The Gale Bros. Co., Cincinnati, O.

ELEVATOR SEPARATORS for sale. Two B. & L., 1,200 bu. capacity in good condition. Address Mueller & Young Grain Company, Chicago, Ill.

SPECIAL BARGAINS.

One No. 2 Victor Sheller; No. 2 Corn-wall Corn Cleaner; No. 6 Clipper Seed Mill; one No. 12 and one No. 14 Boss Car Loaders; several engines; also separators and scourers. Address A. S. Garman & Sons, Akron, Ohio.

SCALES FOR SALE.

SCALES for elevators and mills; low-est prices. Chicago Scale Co., Chicago.

THE BEST heavy scales for grain dealers. Government Standard Scale Works, Terre Haute, Ind.

NEW AND SECOND HAND Hopper, Platform, Wagon and Track Scales for sale. Get out prices. Satisfaction guaranteed. Beckman Bros., Des Moines, Ia.

HOWE WAGON SCALE for sale. 8x22 ft. with short pillars, shelf and hangers, also wood platform; used less than six months; a bargain. Keiser-Van Leer Co., Bloomington, Ill.

HOPPER SCALES for sale. 600 bu. capacity, used only a few weeks, standard make, worth \$150.00 new. Have no use for it. Will sell for \$50.00. Durham, Guyon Co., 56 N. Jefferson Street, Chicago, Illinois.

SCALES REPAIRED. We will repair any scales that you may have and make them as good as when they left the factory.

ALLEN P. ELY & CO.
1110 Douglas St. Omaha, Neb.

ELEVATOR SCALES—We make a specialty of wagon, portable, platform, dormant, hopper and warehouse scales. Send for our latest catalog of elevator scales. Osgood Scale Co., 305 Central St., Binghamton, N. Y.

THE STANDARD SCALES, for all purposes. Portable, Wagon, Hopper and Track Scales. Guaranteed durable and accurate; quality higher than the price. NOT IN THE TRUST. The Standard Scale & Supply Co., Station U., Chicago, Ill.

ELEVATOR AND MILL SCALES for sale. Our Hopper, Wagon, Warehouse and Railroad Track scales are recognized by successful grain operators as the STANDARD for accurate weights. Not controlled by a trust. Address Des Moines Scale & Mfg. Co., Des Moines, Ia.

MISCELLANEOUS FOR SALE.

BRASS GRAIN TESTERS at rock bottom prices, three sizes. Write for circular. A. S. Garman & Sons, Akron, O.

FOR SALE—2nd hand 140-lb Flour Bags; 200-lb. Bran Bags, etc., cheap. Wm. Ross & Co., 57 S. Water St., Chicago.

FOR SALE—One 7x18 Nordyke & Marmion two-pair high corn roll. Price, \$50. One 8x12 Atlas Automatic Engine. Price, \$85. Address Farmers' Elevator Mill & Coal Co., Lucas, Kan.

FOR SALE—80-h. p., 64-flue, hand made boiler; fine condition. Also Fairbanks-Morse 500-bushel Hopper Scales, practically new. Will sell cheap. Address Zorn Grain Co., Peoria, Ill.

SAVE MONEY ON MACHINERY, engines and boilers, pumps, feed water heaters, fans, blowers, air compressors, gasoline engines. All sizes in stock. Write A. L. Dawson & Co., 29 W. Washington St., Chicago, Ill.

WE BUY AND SELL all kinds of new and second-hand machinery, engines, boilers, pumps, tanks, iron and wood working machinery, feed water heaters, 30-inch Buhr mill. The McGregor Co., 39 Washington St., Chicago, Ill.

FOR SALE CHEAP—320 ft. of Monarch 15-in. 3-ply, and 518 ft. of Monarch 16-in. 3-ply, good rubber belting. Your choice cut any length wanted, at 27½¢ per ft., delivered at your station. Address York Foundry & Engine Works, York, Neb.

MACHINERY BARGAINS.

500 bu. Fairbanks Hopper Scale, sealed and tested, at \$75.00.

14x36 Allis Corliss Engine, at \$825.00; can furnish condenser.

Large stock of state inspected second-hand boilers, 5 to 150 h. p.

4 second-hand hoisting engines, A No. 1 condition.

Relaying rail, pipe beams, mill machinery and supplies. Address Manufacturer's Supply Co., Minneapolis, Minn.

2D-HAND ENGS. & MACHINERY.

1 30-horse Chandler & Taylor engine, good as new.

1 25-horse Nagle engine, good as new, 1 35-horse old-style engine, good repair,

1 No. 2 Victor Corn Sheller,
1 No. 2 Cornwall Corn Cleaner,
1 No. 1 Western Shaker Cleaner,
1 No. 6 Clipper Grain & Seed Fan,
1 12-in. Boss Car Loader,
1 14-in. Boss Car Loader,
1 Cast-Iron Distributing Spout, 14-in.
Also large number of pulleys, both wood and iron.

All of the above for sale very cheap. Write for further description and prices. CRABBS REYNOLDS TAYLOR CO., CRAWFORDSVILLE, IND.

HAY WANTED.

WE want your next consignment of HAY and STRAW. Address R. F. Morrow Commission Co., Chicago, Ill.

OUR COMMISSION, 50 cents per ton. It will pay you to send for our mkt. report. If you have straw to sell, quote us. E. K. Lemont & Son, 465 Bourse Bldg., Philadelphia, Pa.

ENGINES AND BOILERS.

FOR SALE: 1 boiler, 16x66; dome 32x36; 54 4-in. flues, with fronts in good order. Frank G. Ely, Traders Bldg., Chicago, Ill.

UPRIGHT BOILER for sale; 4-h. p.; valves, gauges, etc., good as new; price \$75.00. Write Heineman & Morrow, 195 Fifth Ave., Chicago, Ill.

TUBULAR BOILER for sale; 66 in. x 15 ft.; good condition. Reason for selling, putting in larger one. Possession given at once. Address Goshen Mfg. Co., Goshen, Indiana.

THREE 72x20 second-hand boilers that will stand 175 lbs. cold water pressure or 125 lbs. steam pressure; in first class condition. A bargain. Address Manufacturers' Supply Co., Minneapolis, Minn.

FOR SALE—Automatic cutoff steam engine, 52-h. p., good as new; 2-h. p. Marine steam engine and boiler. Above will be sold at a bargain. R. O. Dartt, Montello, Wis.

SEEDS FOR SALE.

CARLOADS AND LESS: Red Clover, White Clover, Alsike, Kentucky Blue Grass, Red Top and Orchard Grass. Samples and quotations gladly furnished on application. Address W. H. Small & Co., Evansville, Ind.

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WANTED—Alfalfa, Millet, Cane Seed, Kaffir Corn and Timothy Seed in car lots. W. H. Small & Co., Evansville, Ind.

SEEDS—Clovers, Timothy, Red Top, Blue Grass, Orchard Grass, Buckwheat, Millets, Dwarf Essex Rape, Seed Grain, etc.

THE ILLINOIS SEED CO.,
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TWO ELEVATORS and one station with scales, cribs and oats bin for sale, in corn and oats belt S. W. Iowa. All handle coal. Total capacity elevator, 200,000 bu. Good reason for selling; will sell one or all. All doing good business. Crop prospects good. Address J. H. Hulbert & Co., Greenfield, Iowa.

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FOR SALE—A well established field and garden seed business, located in a city of 120,000 population and surrounded by the best farming and trucking lands in the United States, and the only strictly seed business within 150 to 200 miles. The business needs money to develop. The owner will sell as a whole or will incorporate or take partners. The amount needed is not less than \$25,000.00. Parties replying must furnish references with inquiry. There are four articles produced by farmers near here that can be made to pay yearly the amount mentioned above. Address L. I., Box 11, Grain Dealers Journal, Chicago, Ill.

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WHITE WHEAT for sale. If in need of white wheat write or telegraph Sam Williamson, Salt Lake City, Utah.

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YELLOW EAR CORN, oats and hay wanted; drafts honored. Address Produce and Grain Company, Wheeling, W. Va.

OATS, RYE AND EAR CORN wanted. We make track bids. Let us hear from you and we will quote you regularly. Johnson & Son, Goshen, Ind.

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HAY AND GRAIN FOR SALE. Address B. T. Craig, Shreve, Ohio.

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ALFALFA MEAL for horses, cows and hogs, \$15 per ton; fine and extra green, \$17 per ton, f. o. b. Wise Elevator, Canfield, Colo.

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is invaluable to the country grain man in keeping record of his sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10½x16½ inches, used double. The left-hand pages are ruled for information regarding SALES and SHIPMENTS; the right-hand pages for RETURNS. Under SALES the column headings are Date, Amount Sold, Price, Grain, Terms. Under SHIPMENTS are Date, Car No. and Initial, Our Weights, In Bushels, Grade, Route, Rate. Under RETURNS are Destination Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

No. 14 AA contains 76 double pages, with room for records of over 2,200 cars. It is well bound in heavy canvas covers with leather corners, and printed on linen ledger paper.

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This book is invaluable to the country grain man and is designed to facilitate the work of keeping a record of weights and number of bushels in wagon loads of grain received.

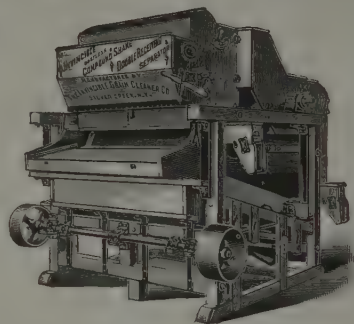
Each page is 8¼x14 inches and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, and Remarks.

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We build it in all sizes to meet any required capacity. It stands perfectly quiet and steady under motion and does a quality of work that cannot be equalled by any other cleaner built. We also make it of all iron and steel. We have the best and latest improved screen cleaning brush rig. No bothersome screw shafts but a positive, direct and smooth running cleaner.

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This Monitor Oat Clipper has a decided advantage over the wood constructed type in the fact that it is practically indestructible from fire, wear or other causes.

Fire might possibly put this machine out of business, but wear NEVER.

It is built entirely of steel and iron.

It follows the same general excellent lines of construction which has made our regular Oat Clippers the standard for service in the country.

Its capacities however range only from 400 to 1,500 bushels per hour.

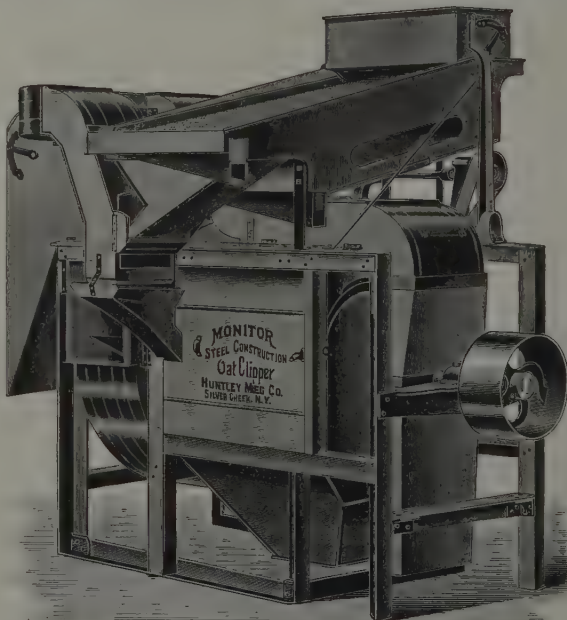
We've a special folder telling all about this steel constructed Oat Clipper as well as our steel constructed Warehouse Separator, and we shall be glad to send it to all interested parties.

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GRAIN DEALERS JOURNAL

Published on the
10th and 25th of Each Month

BY THE

GRAIN DEALERS COMPANY

255 La Salle Street,
Chicago, Ill.

CHARLES S. CLARK, Manager.

Subscription Rates

To United States, Canada and Mexico
One Year \$1.50; Six Months 75 cents; Single
Copies 10 cents.

To Foreign Countries within the Postal
Union, postage prepaid, \$2.00 per year.

A Red Wrapper on your Journal means
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medium for reaching the grain dealers and
elevator men of the country is unquestioned.
The character and number of advertise-
ments in its columns tell of its worth.

Letters

on subjects of interest to those engaged in
the grain trade, and trade news items are
always welcome.

Entered at Chicago, Ill., Post Office as
Second Class Matter.

CHICAGO, ILL., JULY 10, 1905.

FEAR of another attack of black rust in the Northwest is giving some of the speculators hysterics.

THE BUCKET-SHOP must go; the fools must find some less certain plan for getting separated from their money.

DO NOT wait until the last minute to order your machinery or you may have to wait until after new grain is moving for its delivery.

START to buying the new crop right by resolving to do business on a living profit or not at all, and then firmly stand by your resolve.

NOW that farmers are giving more attention to establishing banks and co-operative stores country bankers and merchants will not be so eager to encourage farmers to embark in the grain business.

IN this issue is published the views of Chicago's Weighmaster on the comparative reliability of track and hopper scales, which is somewhat different from the views of the Minnesota inspector made public at the Soux Falls meeting.

THE continued rainfall in different sections of the country is doing much to interfere with the gathering of oats and wheat in good condition. Not only is it delaying the work, but it is causing a deterioration in the quality of the grain.

HEDGING bids fair to become more popular with country dealers now that they can depend upon delivering No. 3 at a difference of not more than 5 cents.

FIRST-CLASS fire-fighting apparatus in your town not only reduces the fire insurance rate, but what is far more important, it reduces the fire hazard and the probability of your being put out of business by the destruction of your plant.

FAILURES of several brokers in good standing on the Board of Trade during the past two years shud be a warning to country customers, who have been the chief sufferers, to ascertain whether the financial backing of the broker corresponds to the volume of business he is transacting.

THE CLEVELAND oil fakir with his half brl. of Extra Fine Cylinder Oil and a half brl. of Extra Lard Machine Oil stranded at a nearby station has broken out in a new form and with a new name. He will catch the usual crop of suckers but none of them will be readers of legitimate trade journals.

ASSOCIATE Statistician Edwin A. Holmes, of the U. S. Agri. Dept., has been found guilty of juggling cotton reports and expelled from the Dept. The leak was discovered by the Cotton Planters Ass'n Secy., who followed it carefully and finally traced the trouble to its source, with the result that extra precautions will be taken henceforth to prevent a repetition of this trouble.

INDIANA'S only co-operative elevator has been placed in the hands of a receiver, who in addition to looking after the current business of the concern will make an effort to get together an extra \$11,000 to cancel the company's indebtedness. Evidently the enthusiastic believers in large profits in the grain business did not inform the managers exactly where to find the promised reward.

THE ass'n which aims to induce its members to adopt fair business methods thru the establishment and maintenance of friendly relations among its members will never need to consider the legality of any contracts or agreements which might be considered by some to be in restraint of trade. It is the first duty of every ass'n to get those members who come into competition with one another acquainted, and so well acquainted that friendly relations are established to the extent that those same dealers have perfect confidence in the others to give them a square deal in competing for the farmer's grain. It is better for the farmer and better for all the trade that living margins should be maintained. Cut-throat competition and wild overbidding are just as detrimental to the farmer and the grain trade as unreasonably wide margins.

THE GRAIN exchanges of this country could simplify and strengthen the rules governing car loads, terms of shipment and other practices connected with the cash trade by joining hands and adopting uniform rules. The best posted shipper is now confused by the multiplicity of rules and remembers few if any of them.

SUPERIOR'S Board of Trade is taking on metropolitan airs, with a score of new applicants for membership, including among the bucket-shop riffraff some legitimate grain dealers and millers. Whether this institution shall develop into the most active grain market at the head of the lakes, or become a mere accessory to bucket-shops, rests entirely with the membership. Semi-national inspection under the authority of Dakota, Wisconsin and New York is an experiment the operation of which will be watched with interest.

CHICAGO brokers are indulging in considerable talk regarding the proposed advance in commissions on grain options from $\frac{1}{8}$ to $\frac{1}{4}$ cent per bushel, or \$6.25 to \$12.50 for 5,000 bushels. Evidently the promoters of this new move are not familiar with the volume of business transacted at Minneapolis, Kansas City and St. Louis. If the rates are to be advanced in one place, they should be advanced by all grain exchanges. However, it is not likely that such an advance would increase the volume of business anywhere. The frequent complaints of commission houses making a specialty of futures and the failure of several others helps to emphasize the fact that business has not been good for some months past, hence it would not seem to be a propitious time for doubling the commission rate.

SEVERAL years ago a Kansas shipper began a suit against the A., T. & St. Fe Ry. to collect for lumber, time and labor he had found necessary to place the cars in condition to receive grain. The case dragged along until the plaintiff was worn out and gave up the fight. However, a case (*St. L. I. M. & S. Ry. vs. Marshall*, 86 S. W. Rep. 803) has been decided against the carrier, the court holding that "it is the duty of carriers to furnish suitable and proper cars for shipment. If they fail to do so and by reason of a defective car injury results, the initial carrier is liable, even tho injuries occur on a connecting line and the shipper inspected the car and knew of its defects." That is so strong as to leave no doubt as to the clear duty of the carrier, in the eyes of the court, to provide what the shipper pays for. Eastern lines terminating here cooper perfectly every car before offering it for grain at Chicago elevators. Carriers shud do like-wise everywhere or pay the bill.

SYSTEM is the first aid of the busy man, who by systematizing his business is enabled to handle a much greater volume of business with considerably less work. The country grain shipper, however, seems averse to adopting any new fangled ideas and many of them are content to struggle along in the old cumbersome way of carrying everything in their heads. The adoption of modern methods would relieve many of burdensome details and so simplify the work as to enable the dealer, who has been worked to death to handle the business end of it, to do it with little labor.

IT HAS been some time since the grain shippers of the country have experienced difficulty in obtaining all the cars needed for transporting grain. However, the time may not be far distant when they will again be forced to suspend business until the carrier is willing to supply cars. In view of this fact the recent order of the federal court at Columbus, O., requiring the Norfolk & Western Ry. to furnish 2 1-11 per cent of its cars to the Green Brier Coal Co., is interesting and encouraging. The usual practice of carriers is to ignore absolutely the rights and interests of would-be shippers.

WILD-CAT insurance to the extent of \$16,500 on building and grain is enuf to make the average grain dealer very sad at heart, especially after a fire occurs and he learns that his policies are worthless. There is absolutely no excuse for any intelligent grain dealer's humoring his parsimony to the extent of courting bankruptcy. Insurance in wild-cat companies is always cheap enuf to prove inviting to the penurious, but it is a waste of time and money to have anything whatever to do with the operators of such fakes. The supply of reliable mutual fire insurance companies which make a specialty of insuring at cost grain elevators and contents is such that most dealers can obtain all the insurance they require without reaching out into the field of strange companies.

THE Kansas Supreme Court has decided that T. H. Harrod, a local fire insurance agent at Winfield, must pay the Latham Mercantile Co. the amount of a policy he wrote for it in a wildcat company known as the Mercantile Fire of Illinois. The court was instructed to "place the business in first-class companies." When the loss occurred the Latham Co. could get nothing out of the wildcat, so it sued the agent. The lower court decided in favor of the agent, but the Supreme Court has just reversed the decision and given full judgment to the assured. In view of the fact that the local agents at interior points are seldom responsible, and few have facilities for determining the responsibility of the numerous companies

they represent, it behooves grain dealers to place their insurance direct and with the mutuals making a specialty of this business. Then will they get their insurance at cost and recover the amount of each loss soon after the fire without bringing suit.

ELEVATOR leg casings constructed of wood are a constant menace to the building containing them, and especially so if made of lumber dressed only on the outside. The rough surface on the inside catches lint, strings, rags, dust, etc., providing an inflammable receptacle for friction sparks from the head pulley when a choke occurs. The time is near at hand when the mutual insurance companies which make an honest effort to reduce the cost to policy-holders must make a liberal allowance for the reduction of this fire hazard. The use of hard, dressed lumber in the construction of the leg casings is not prohibited by high prices, even to the smallest elevator, and the terminal storage, cleaning and transfer elevators will be expected to use metal casings, as many have been doing for several years past. The metal casing effects a greater reduction in the fire hazard than any other, hence merits more of an allowance from the insurance companies.

CLEAN YOUR GRAIN.

Judging from frequent and oft-repeated advices from inspectors and central market receivers shippers are perversely opposed to preparing their grain properly for market. In our accounts of the Ohio and the Northeastern Indiana meetings published in this number, and in other reports published during recent months, this advice has been given time and again and the great advantage of carefully classifying and cleaning grain shipped to central markets has been pointed out by different champions of the practice.

Few buyers are willing to pay grain prices for dirt, and it generally costs more to do the work in a terminal market than at a country point, because nearly everything that enters into it is charged for at the higher scale. The grain hospitals of the speculative markets have long made good profits by buying off-grade grain and using it in the manufacture of contract grades, which can readily be worked off on the speculators.

The hospitals have done such clever work that those who buy for actual consumption prefer to buy grain arriving from the country, and as has always been their custom, they discriminate sharply against the poor and dirty grain. Any shipper who will take the time and trouble to visit the inspection yards of the markets to which he ships and become familiar with the characteristics of the different grades will realize a good profit from the time spent.

PREMIUMS FOR HIGHER GRADE.

In our report of the Ohio meeting this number is a resolution denouncing in no uncertain terms the practice of track buyers docking for off grades yet allowing no premium for grain of a grade above that bought. In other words, the grain shippers of Ohio denounce the track buyer who insists on buying "No. 3 or better" at a price, yet insists on a heavy discount whenever the grain falls below the stipulated grade.

As was well pointed out at the meeting, the shippers are not forced to accept such bids and can turn them all down if they so desire or can consign their grain and thereby realize the true value of each shipment. The remedy rests in the shippers' hands. If they do not accept bids of this character the track buyers will not long continue to send them out. The track buyers will not object if shippers are willing to give them bushels of gold dollars instead of 3 corn; they are in business for a profit, not for the gratification of sentiment. They will not waste much money in continuing track bids which fail to bring acceptances.

UNIFORM RULES; UNIFORM GRADING.

The Millers National Federation seems to be very much in earnest in its desire, expressed by resolution at its recent meeting, for uniform rules and uniform practices in the grading of wheat in the different markets. Its desire that this matter be turned over to the federal government, however, is not commendable. The Chief Grain Inspectors Ass'n has been working for several years to induce all the central markets of the country to adopt uniform rules. The trade needs uniform practices as well as uniform rules, and unless the rules are made very specific and so clear that any one can understand exactly what is meant, it will not be possible to attain uniformity in grading.

In this number are papers by the chief grain inspectors of Chicago and Minneapolis in which they point out the possibility of attaining uniform grading by giving inspectors special work, or confining each man to the grading of one grain. Every handler of grain will readily appreciate the advantages to be attained by such division of the work, and it has now been tried at Minneapolis long enough to prove beyond all doubt that greater efficiency is thus attained and greater satisfaction given interested parties.

The grain dealers and millers of this country have put up with the old style inspection until their patience is completely exhausted. Uniform rules must be adopted throughout the land as well as improved methods in order that the

work of the different departments may be nearer to a fixed standard. The trade is surely in need of improved methods, and unless the chief inspectors and their governors can evolve something better than the old plan of guess, the trade must, out of self-defense, look to the national government for relief, altho the change might bring about even a worse condition for a time.

The present grading of barley is ignored by the trade, simply because the classification placed upon the grain by the inspectors is not based upon the most essential characteristic of the grain. Something must be done to bring about im-

Crop Conditions.

No black rust has been seen in the northwest, the principal damage to spring wheat at present being from the continued rains.

Wheat harvest is in full swing as far north as Illinois, and is completed in Missouri, with yields showing up well, the extremes being the poor yield in Texas and the excellent one in Michigan. Threshing is unfavorably affected by wet weather.

Oats generally are well filled and will weigh high to the measured bushel. Barley also is deriving benefit from the cool temperatures.

Corn is holding its own against the cloudy skies, needing only hot weather to make a splendid crop.

Shipper's Duty To Post Weights.

It has been suggested by public weighmasters at different times that country shippers of grain post the weight of grain placed in the car at point of origin on the inside, so that in case of a marked discrepancy at destination or transfer point the tallymen may investigate the condition of the car to learn the cause of the shortage—shipments seldom exceed the shipper's weights. Few shippers have taken kindly to the suggestion. Some have made a practice of adding considerable to the real weight in hope of scaring the unloaders into making a careful search for leaks, and others lacking confidence in their own scales have refused to give their own weights unless the destination weights prove to be much below their own.

Minnesota has a law bearing on the matter, and the State Weighing Dept., in hope of inducing shippers to comply with the law, is supplying red cards 4 1/4 x 9 1/4 inches, which is reproduced herewith, for posting the weight, car number and initials in each car loaded with grain. Section 6 of Chapter 29 of the General Laws of Minn. of 1893 provides as follows:

"Section 6. It shall be the duty of any shipper of grain to terminal points within the State, to fasten upon the inside of the door of every car so shipped by him, a card upon which shall be given the number and initials of such car, the date of shipment, and the actual weight of the grain in such car as ascertained by the shipper.

"In case of failure upon the part of any shipper to comply with the provisions of this section, the weight of the grain in such car, as ascertained and determined by the State weighmaster, at the terminal

point, shall be taken as prima facie evidence of the amount of grain in such car."

Weighmaster Quist points out that by using these cards in each shipment the dealer who ships to the Minnesota terminals makes it possible in case of apparent discrepancy, to investigate immediately, while the car is still at unloading

station, and while the circumstances surrounding the unloading of the car in question, are still fresh in the mind of the weigher.

Be wary of the man who is indorsed "as good as wheat." One of them has added to the fame of Milwaukee. —New York Herald.

NOTICE
To WEIGHMASTER

The Grain in this Car has been carefully weighed, if found short when unloaded, investigate and report immediately to

	BUSHELS	POUNDS
Car No.		
Initial		
Contents		
Loaded		
Station		
Seals		
Total weight		

This is a SAMPLE shippers weight card, correct size and form, should be adopted by all shippers of Grain.

Crop Reports

CANADA.—Cartwright, Man.: About 20 per cent increase in wheat acreage. Winnipeg, Man.: Estimated area under crop in Manitoba and Northwest Territories, as reported by Frank O. Fowler, secy. Northwest Grain Dealers Assn., 4,019,000 acres of wheat, an increase of 17½ per cent; 1,423,000 acres oats, increase 18 per cent; 433,800 acres barley, increase 10½ per cent; 34,900 acres flax, decrease 25 per cent. Moosomin, Assa.: Growing wheat outlook very good; old residents say never better; acreage much larger; moisture abundant; ground in best possible condition; weather too cool; more warmth needed to perfect crop to prevent freezing next fall. Regina, Assa.: Estimated acreage for Northwest Territories, as reported by Department of Agri., is 1,108,272 acres spring wheat, 13,832 acres fall wheat, 594,981 acres oats and 93,555 acres barley; compared with 957,253 acres spring wheat, 8,296 acres fall wheat, 523,634 acres oats and 86,154 acres barley, the total acreage for 1904. Winnipeg: Too much rain almost everywhere. In Alberta some wheat will be harvested in July and some in Manitoba early in Aug., but harvesting will not be general in Manitoba until late in Aug.; expect a fair to good wheat crop; 70 to 90 million bus., about 20 to 30 million more than Manitoba and the Territories ever produced before.

IDAHO.—Lewiston: Look for an exceptionally heavy wheat crop; doubtful to ability of railroads to move grain.

ILLINOIS.—Kerrick: Corn doing fine last 10 days; oats and corn need rain. Old corn and oats moving rapidly at 50 and 29 cts. Mason City: Wheat threshing begun; crop very fine quality; heavy yield. Corn looks splendid. Oats only fair. Minier: Acreage corn and oats about same as last year; conditions good; oats promise 40 to 50 bus. Broadlands: Oats ripening; some early oats being cut; will make good crop. Great deal of rain lately, retarding harvest; some lodging; a few hours sun would clear things up; no material damage done yet. Corn good and growing finely; good acreage.

INDIANA.—Galveston: Crops looking good. Wheat being cut; fine quality; good yield; acreage small. Oats looking good. Daleville: Wheat shows some scab; oats and hay very fine. Goshen: Harvest on; with favorable weather most of wheat will be cut by July 15; yield and quality promise well. Cambridge: Wheat prospect fair; fair acreage sown; think will grade No. 2. Oats look promising; will make at least 40 bus. per acre. Grain men living in hopes of prosperous season; looks promising with favorable weather. Colfax: Crop condition very favorable. Largest acreage oats ever sown; harvest will be general by July 15; oats very good, especially early oats expecting 40 to 60 bus. per acre. Wheat very good; acreage small. Corn prospect fair; must have favorable weather conditions to make average crop. Crawfordsville: Wheat acreage small, quality fine; not more than enough, in this county, for seed. Corn looks very promising; large acreage. Oats never looked finer; acreage immense; and dry weather for harvesting, which has begun.

IOWA.—Stuart: Crops fairly good. Corn rather small, but healthy and clean. Small grain looking well; about usual acreage. Too much rain; want hot forcing weather from now on. Fairfield: Oats too rank; too wet for corn; will take better weather to make half crop. Cherokee: Little Sioux river is out of banks; crops on bottom land being ruined. Corn and wet weather retarding and injuring crops. Cartersville: Crop conditions hardly average. Small grains looking very well, but danger of becoming rank in places. Corn very backward; too much rain. Corn and oat acreage about average. On whole prospects not very good; farmers much discouraged. Clermont: Crops looking fine, except corn, which is backward because of too much rain; 20 per cent more corn

planted than last year. Coon Rapids: Crops looking fine. Corn good height and color; most of it laid by. Early oats and barley cut; oats fine, not too heavy but well filled. Grain little above normal. Coon: Prospect for big crop has not been better in 10 years. Not large acreage wheat; yield will average about 20 bus.; fine quality, if properly cared for. Oats look like a good crop with fine quality; none cut yet. Corn prospect best in 10 years; large and fine stand; acreage 25 per cent larger than last year; lots of sod ground plowed up and put to corn.

KANSAS.—Greensburg: Harvest nearly over; yield about 12 bus.; quality good; berry plump and even. Threshing has begun. Very wet; will put headed wheat in sweat. Do not expect much grain to move for two weeks; great many farmers will bin grain. Corn making splendid growth. Gardner: Wheat threshing begun; yield 20 to 30 bus.; excellent quality; testing 60½ pounds. Oats promise good yield. Corn could not be better. Indications are for bumper crop. Arkansas City: Wheat crop about 70 per cent of full crop; quality very good.

LOUISIANA.—New Orleans: Continued rains during past fortnight have resulted in abandonment of considerable acreage in Texas and Louisiana rice belt; farmers, brokers and millers of that section estimate loss to crop from 15 to 25 per cent.

MARYLAND.—Baltimore: Harvest weather favorable thruout Maryland, Pennsylvania and the Virginias; with local exceptions wheat has been housed in good condition and threshing also. Water borne receipts more than double same time last year, showing favorable weather conditions. In local instances heavy damages have occurred from cloud bursts, carrying off entire fields of wheat in shock and destroying growing crops, loss especially heavy in counties contiguous to Baltimore; damage limited, though, to territory too small to even influence local prices. Weather conditions could not be better for corn; even late replanted fields are showing up well and promise average crop with favorable maturing weather; first planting laid aside; fields clean; outlook in this and adjacent states are for a yield equal to, if not exceeding bumper crop of 1904. Oats never looked better; a little too much stain possible, but always uncertain until in bin. Favorable weather necessary from now on to save a doubtful average crop of hay.

MICHIGAN.—Albion: Crop prospects continue good. Harvesting begun; bright weather for two or three weeks will secure crop in good shape. Sparta: Wheat and oats promise good crop. Hay exceedingly heavy.

MINNESOTA.—Minneapolis: Crops have been damaged in portions of southern Minnesota by rain; fields rank, losing color and lodging. So packed in parts of So. Dakota on lighter soil crops looking fine; strong and good color. Along Red River in No. Dakota crops suffering in many places from too much water. In the 3 states the spots drowned out do not equal usual acreage burned out in average year. Splendid crop promised in northeastern So. Dakota and all grain lands of No. Dakota except strip along Red River. Small grains heading all over entire northwest. Red rust not more common than usual; no black rust seen. Corn weedy and backward. Oats and flax look well; barley exceedingly well. Van Dusen-Harrington Co., Browns Valley: Oats, barley and flax never looked better. Wheat badly affected with yellow rust; seems liable to black rust; topmost blades of late wheat spotted with yellow rust; late wheat some better. Corn late; will make poor crop at best with favorable weather. Red Lake Falls: Wheat and flax acreage about 10 per cent larger than last year. Crops looking very well, considering rain; about two weeks late. No damage to be found to speak of, excepting on low lands, where grain has been drowned out. Look for a large crop of strong wheat with present weather conditions.

MISSOURI.—Holliday: Corn acreage large; prospect good. Wheat acreage very small; quality fine. Oat acreage large, 2-3 crop; quality good. Will have scarcely any hay. Cairo: Wheat fine quality, but light yield; 10 bus. per acre. Oats possibly better. Corn prospects never better. Columbia: Corn condition 91, highest since 1902, reports Secy. El-

lis, of Missouri State Board of Agri. Dry weather in June gave opportunity to cultivate and induced deep root growth, also caused some small damage on very dry soil but rains during past 10 days have caused rapid growth and prospect is above average. Very little damage done to wheat by rust except in extreme southwest, where crop was greatly damaged and also by heavy rains during blooming time, which prevented pollination; wheat did not fill out; in several counties will make but 5 to 10 bus. Yield fairly good however and quality excellent taking entire state; average 15 bus. Acreage sown last fall 2,322,720; estimated now that 2½ per cent was not harvested for grain, leaving total estimated yield for state 30,535,000 bus. Heavy rain of past 10 days caused only slight loss; with fair weather 2 or 3 weeks most of crop will be in stack of threshed. Oat crop generally of good quality; considerably injured in central and southwest but excellent yield in western and northwestern sections. On July 1 more than 1-3 crop had been harvested. Estimated average yield 28 bus., close to 10 year average.

NEBRASKA.—Pleasanton: Crop prospect fair; great deal of rain and cool weather; makes corn very backward and fields weedy. Ponca: Corn prospects not as good as last season at same time; crop small; poor stand, but favorable weather would make average crop. Fairly good. Wheat better than last season; promises fair crop. Weather fine and warm now; if continues corn will come out all right; is quite good, except on low ground. Heartwell: Hail damaged small grain. Wheat harvest on; will have fair crop. Corn backward on account of too much cool weather. Page: Small grain prospects as good, or better, than last year; acreage 30 per cent larger. Corn very backward; chances against it. Powel: Wheat acreage will not equal average; damaged by hail to such an extent that some fields were listed with corn, making corn acreage above average. The wheat left standing about 50 per cent harvested; good quality; yield about 18 bus. Corn good condition. Oat acreage about average; making good growth and filling out well.

NEW YORK.—Gorham: Outlook encouraging for good grain crop. Buffalo: State winter wheat beginning to turn; farmers feeling uneasy about getting it under cover because of excessive rains. Looks now like a second oat crop of fine quality and quantity; growth improved; not much prospect of failure now. Many corn fields had to be planted second time on account of heavy rains and cool weather.

NORTH DAKOTA.—Minot: Wheat will probably yield 20 bus.; oats 50 bus.; flax 17 bus.; barley 45 bus.

OHIO.—Athens: Crops fair. Bryan: Acreage wheat and barley small; yield and quality good. Oats about same as last year; yield will be good with favorable weather. Corn acreage large; looks well. Columbus: Wheat condition 91 per cent average; acreage sown last fall 1,859,534; plowed up in spring ¾ per cent; present estimated area 1,855,356 acres, reports Ohio Department of Agri. Barley condition 88 per cent. Rye condition 92 per cent. Corn area estimated at 2,769,256 acres; condition 80 per cent average. Damage by worms nearly 6 per cent. Oats growing nicely; estimated condition 94 per cent of average. Camden: Wheat threshing begun; quality excellent; yield generally exceeding expectations; first wheat received tested 60½ pounds; yield 22 bus. per acre; reports of yield over 30 bus. becoming numerous; acreage slightly below normal. Oat crop simply magnificent; some fields lodged but general prospect never excelled; acreage about normal; will cut soon. Corn making wonderful growth; late planting uneven stand and unfavorable start have changed to prospect for one of best crops ever raised; season has been ideal for its growth. Acreage about average.

OKLAHOMA.—Mountain View: Wheat acreage small. Good crop oats. Corn prospect fine. Very little wheat shipped this year as last year's crop was failure. Kingfisher: Medium fair quality wheat; average about 22 bus. Oats about 2-3 average; wheat about 20 bus. will come up to expectations; very thin; yield will be about 10 or 12 bus. per acre; quality good.

SOUTH DAKOTA.—Davis: Too much rain. Corn about 10 days late. Oats and barley looking well. About 80 per cent pastures drowned out. Must have good weather during July and August for corn. Springfield: Wheat prospects never better; little late. Corn very good; growing very rapidly; getting weedy on account of wet weather. Oats as good as last year, if not better. Barley not quite as good as last year; acreage not as large. St. Lawrence: Crops look well; but on low lands, hurt by too much water; high lands will make up for this loss; expect very large crop of heavy barley and wheat.

TEXAS.—Waco: Have had good rains which insure fine corn and cotton. Rain has stained oats and damaged wheat. Dallas: Nearly all mills of state have resumed operations after being closed down because of no grain to grind. New crop moving very rapidly; very light crop; not grading well; average will be below 59 pounds on wheat. Oats good; plentiful and grading very good. Corn practically made; will be heavy crop; rains have been timely for this crop and unless destroyed from some cause, should have banner year in corn. Cotton not in good shape and unless very great change for better shortly state will have very light crop and subsequent bad business conditions for fall. Worms doing great damage to cotton; in many places cutting down stalks while weevil attacks squares as fast as formed. Canyon: Grain acreage small; wheat and oats fairly good quality.

UTAH.—Salt Lake City: Wheat crop in Utah and southern Idaho looks well; expect as good yield as last year. Harvesting will soon be general; anticipate fair quantity of new white wheat for export. Hay rather short crop all over state.

WASHINGTON.—Colfax: Harvest will soon begin in western part of Whitman county; one of the heaviest crops in history of county. Walla Walla: Threshing begun; first in locality fall sown barley; yield from 50 to 60 bus. per acre and will bring 75 or 80 cents per hundred. Retail dealers have sold all old barley.

WISCONSIN.—Woodville: Grain looking good.

MICHIGAN CROP REPORT.

Conditions in Michigan during June were favorable for wheat, giving ample time for development of berry and full growth of straw, says G. A. Prescott, secy. of state, in his report issued July 10. Weather not warm and dry enough for Hessian fly to damage crop but has caused it to rust badly in some localities. Reports that some kernels are blasted and some damage done by sparrows. The average yield in the state is 19 bus.; while a year ago it was 9 bus. per acre. During June 42,248 bus. were reported marketed at mills and 22,655 bus. at eltrs., making a total of 64,903 bus. Total amount reported marketed during the 11 months prior to July 1 is 1,125,113 bus., which is 2,361,551 bus. less than for the same months of the preceding crop year.

The condition of corn is not as good as a month ago. On high, warm soil crop has made very fair growth, but on low ground has made slow growth on account of cool, wet weather. Condition 78 in state.

Weather has been very favorable for rye. Crop sown more generally than in years past. Average estimated yield is 16.

Acreage of beans planted, compared with 1904, is 88. The condition, compared with average, is 86.

The condition of oats, compared with average, is 90 in state. The average yield of clover hay is 1.62 ton per acre; of timothy 1.41 tons per acre.

The condition of clover sowed this year is 97 average. Condition of potatoes is 84.

"I believe in helping the people to lead the simple life." "So do I," emphatically agreed the bucket-shop keeper. "And if the courts had only let me alone for another five years I'd have some of the people leading the simplest kind of a simple life."

Asked— Answered

WHAT IS THE AVERAGE LOSS?

Grain Dealers Journal: How much per bushel on all oats handled would you estimate as average loss by overgrading in buying and the discounts in selling?

How much per bushel on all corn handled would you estimate as average loss by overgrading in buying and the discounts in selling?—G. A. W.

WHICH IS BETTER?

Grain Dealers Journal: With regard to whether it pays to consign, I would say in reply to J. N. F., who in the last number of the Journal asks for the opinions of experienced grain dealers, that it does pay to consign.

Consigning to be a success shud be constantly followed.

It is true, as J. N. F. says it seems to him, that the shipper of grain whose grain has the personal attention of a live commission man shud realize a much higher average price thruout the season than if selling on track.

Up-to-date car-lot buyers will tell you they prefer to buy their grain outright in the country, because they can get it cheaper than on the board, where the man selling it knows the value of its quality as well as the buyer.

It stands to reason that bids are based on the poorest quality of any given grade, therefore when the grain is of a better quality the benefit goes to the buyer, who is not obliged to pay quality premium because his bids read a certain grade or better. This difference in quality alone will usually take care of the commission charge, leaving the possible market advances accrue to the shipper's benefit.

The principal reason consignments have not proved satisfactory to some shippers is that they rarely consign a car on the market until such a time as card bids do not look attractive; then they take a chance on a market that already looks weak. On the other hand, when the bidders do not want the grain, they drop out and try to pound the market, whereas when things look good they go out after the grain and gather up as much as possible early, so they can have it running on their own account against the good markets to come. It is therefore obvious that consignments made only when markets are weak will not pay out, but consignments made consistently will strike both up and down markets and will have the additional advantage of experienced salesmen back of them, who will carefully watch the grade and get full quality even if the grade should happen to fall just below the line.

Whenever the commission man calls for reinspection it is with the hope of having the grade raised; when the track buyer calls for it he hopes to have it lowered. It pays to consign when done consistently.—O. H. R.

Somebody found a touch of rust on a barberry bush in North Dakota and the September shorts were treated to what appeared to be a severe case of acute gastritis.—*Minneapolis Journal.*

Receipts of Wheat and Corn at Primary Markets.

Receipts of winter and spring wheat at the leading primary markets since July 1 and prior to July 11 have been 4,068,000 bus., compared with 3,733,000 bus. for the corresponding period of last season.

Corn receipts for the present crop year prior to July 11 have been 10,583,000 bus., against 4,933,000 bus. for the corresponding period of the preceding season.

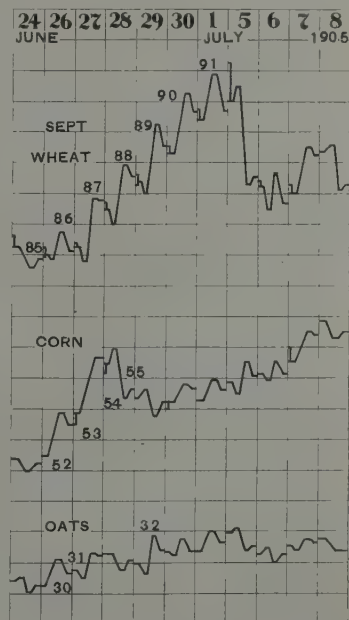
Crab grass is rampant this year in Georgia, boll weevil is advancing from Texas and the Hessian fly has invaded Nebraska, which leads an exchange to suggest the calling out of the militia.—*Goodall's Farmer.*

When a shipper surrenders the entire custody of his goods to a common carrier for immediate transportation, and the carrier so accepts them, the liability of the carrier at once attaches.—Chicago, B. & Q. R. Co. v. Powers. Supreme Court of Nebraska. 103 N. W. 678.

Defendant railway company, according to its custom, at plaintiff's request, left two cars on its side track, agreeing to remove them next day, if loaded. The cars were loaded and closed, and notice thereof given to a conductor of defendant's freight train on the evening of the day they were loaded, and he promised to move them the next morning, but before doing so the cars and contents were destroyed by fire. Held, a complete delivery of the freight contained in the cars to defendant, rendering it liable for the loss, though no bill of lading had been executed.—Pine Bluff & A. R. Ry. Co. v. McKenzie. Supreme Court of Arkansas. 86 S. W. 834.

Chicago Prices

The opening, high, low and closing quotations on wheat, corn and oats for the September delivery at Chicago for 2 weeks prior to July 10 are given on the chart herewith.



Meeting of Michigan Shippers

The Second Annual Meeting of the Michigan Grain Dealers Ass'n was held at Detroit July 7-8. The meeting was called to order by Vice-Pres. Reardon at 4 p. m.

T. G. Craig welcomed the dealers to the city. He told some humorous stories and said: The amount of grain handled by the grain men of Michigan during the past few years has been quite small but conditions seem to have changed this year and if Providence smiles on us from now on it seems the state will harvest a larger crop than in many years past. We of course take pleasure in congratulating you gentlemen on the outlook and desire to suggest that any surplus grain you have the grain merchants of Detroit will be extremely pleased to handle. In behalf of the Mayor I wish to extend to you a very cordial welcome to the city of Detroit.

The Pres, appointed the following Auditing Comite: W. E. Shelden, Jackson; E. Bueltingsloewen, Battle Creek; G. W. Young, Pawamow.

On Nominations: F. A. Voight, Grand Rapids; A. E. Lawrence, Mulliken; Mr. Carran, Detroit, and H. W. Carr, Saginaw.

On Resolutions: H. L. Goemann, Toledo; H. E. Botsford, Detroit; C. G. Walker, Jackson.

Secy. Ewer made the following report:

Report of Sec'y-Treas.

Balance from last year ending July 1, '04, \$41.05. Receipts from dues and fees to July 1, '05, \$2,521.50. Receipts from other sources, \$2,569.20. Total receipts, \$5,131.75. Disbursements, \$5,131.75.

The assets consist of the following: For dues to July 1, '05, \$419.70; due for advertisements, \$264.90; from comm. on sale of elevator, \$60; envelopes for same, \$9; stationery, \$15; office furn., \$142; office safe, \$45; typewriter, \$100; addressograph machine, \$82; type for same, \$3.

Liabilities.—Due Secy. on salary, \$250.61; Printing Co., \$110; Dun's rate book, \$65; Smith Premier Co., \$35; office rent, May and June, \$47.10. Total liabilities, \$597.71.

Chairman W. E. Shelden read the following report for the Arbitration Comite:

Report of Arbitration Committee

The Arbitration Committee of the Michigan Grain Dealers Ass'n has not, during the past year, been very busy although this has been no fault of ours. Some of you must have had differences, but perhaps you were skeptical or possibly did not know just what to do to get it before this Committee. That being the case you should have referred it to our Secretary, who knows everything. There is nothing for you to do if you have a difference, but get the other fellow to submit to arbitration, then get your papers together showing the transaction from the start with copies or original papers for everything that has been done and the Committee will do the rest.

I am firmly of the opinion that this matter of arbitration is a very essential feature of our Ass'n and worth (in case we have a difference with a dealer), the full price of our yearly dues and more. Many times a difference will arise where one, perhaps, would feel justified to take it into court, but the expense there is too much so we must let it go by, but the idea that we have been wronged is for a long time a "thorn in our side." On the other hand it costs only \$10 to have a difference for any amount settled by arbitration

and who would not pay that amount to know who is right, providing, of course, that the amount in dispute warranted the expenditure. I have known where a case has been submitted where the fee was fully half as much as the claim, but when it was decided one was well pleased and the other who was defeated felt better because he realized, or should realize, that he was in the wrong.

Speaking from experience, I was personally interested in a case during the past year where the amount in question was only \$40, yet I gladly gave \$10 to know who was right. I found I was wrong and have almost forgotten the incident, besides am trading today with the same firm, and this is better than to have forever held it up against them. In the event that the case is decided against you, do not blame the Committee. They get nothing out of it and are obliged to put in some little time looking over a volume of correspondence, papers, etc.

During the year we have had referred to us several matters where the amounts involved would not warrant an outlay of money, and these we have tried to fix up in the best manner possible in a non-official way, and among other cases referred to us during the year was one from one of the largest grain firms in Chicago—a very large claim amounting to nearly \$700, the loss on about 5 cars of corn sold to one of our Michigan members. The arbitration in this case was about the only way out of the difficulty as it so happened that one of the members who made the trade withdrew from the firm and of course would not try to get it adjusted and the matter was up to an outside man who took the same desk and the same part of the business as the retiring member. The claim has now been decided upon and a decision rendered. The cost to each firm was \$10 and as each had agreed in writing to settle this way there can be no further expense, while \$10 would not have carried the case very far in court, and besides this the people in the grain business are more able to decide who is in the wrong than any jury not familiar with the grain trade and the kind of contracts which they make.

In closing I would like to make one recommendation which would, perhaps, make the matter of arbitration a little more benefit to our members and that is that in cases where the disputed amount is small, or under \$50, that the fee be \$5 for each party. If the amount in dispute is too small to be worth \$5, it is too small to take a busy man's time with and get nothing for it, and we have not charged up time spent on these matters but have been only too glad to do what we could for nothing, for the good of the Ass'n and its members.

If you have a dispute and your dealer is a member of any grain organization, he must arbitrate or be expelled from the Ass'n, and it is an unfair man who will not trust his idea of right to be passed upon by three others in the same line of business. For this reason we should interest other dealers in our Ass'n matters and get them together and work as much as possible toward the settlement of our differences by arbitration, so that our brother dealers will do our law business for us.

Secy. Ewer: As the by-laws now read, no matter what the amount of the case to be arbitrated, the cost is \$10, for a non-member, and \$5 for a member. I would suggest that same be amended as follows: Where the amount involved is under \$25 the cost be \$3 for non-members and \$2 for members. \$25 to \$50, \$3 for members and \$5 for non-members. Over \$50 and under \$100, \$5 for members and \$10 for non-members. All amounts over \$100, the fee to be 5 per cent for members and 10 per cent for non-members. I make this suggestion

because all amounts under \$100 you can have collected for 10 per cent and possibly less. As a business proposition we cannot expect members or non-members to pay more to have a case arbitrated than they could have it collected for by a regular collection agency.

Mr. Shelden: That may be all right where the amount is under \$100, but when it gets over that the amendment would conflict with the rules of the National Ass'n which does not charge more than \$10 to arbitrate a case involving \$1,000.

Secy. Ewer: I will be glad to accept Mr. Shelden's amendment that all amounts over \$100 be \$10 for members and the same for non-members as charged by the Natnl. Assn. We cannot charge more than they charge.

C. E. Noyes: I move that we adopt Mr. Ewer's suggestion as amended by Mr. Shelden.

Seconded and carried.

Chairman Orr of the Legislative Comite was obliged to leave before the meeting convened and when the chairman asked for the report of that comite Mr. Ewer said:

I was a member of the comite appointed to confer with the senate comite on behalf of railroad legislation. We found that there had been appointed on that comite lawyers, insurance men and a merchant, men who did not know anything about the shipping business. Had the glorious state of Michigan wanted to give us a railroad rate law that would have been fair and equitable to all interests they would have appointed on that comite men who knew something about transportation. Now the fact that there was not a shipper or any man appointed on that comite who knew anything about the transportation question goes to show that it was a foregone conclusion that we could not get any consideration from them. I am certain that had we had shippers on that comite our bill would have at least been reported out of the comite. Just for that reason we were unable to get any results. There was something like \$200 donated by the shippers throughout the state of Michigan to have a bill passed along the line of the Virginia Car Service law and we sent out from our office 3,200 copies of that law under first-class postage.

Mr. Walker: Who appointed that comite?

Mr. Ewer: I understand that the pres. of the Senate appoints the senate comites.

C. E. Noyes: I move that the meeting take a recess to give the different comites time to get together.

The recess was taken but when V. P. Reardon called the meeting to order an hour later there were only half a dozen present and further proceedings were postponed until 9 o'clock.

Saturday Morning Session.

V. P. Reardon called the meeting to order at 9 o'clock.

Mr. Shelden reported for the Auditing Comite that the books and account of the Secy. had been audited and found correct with the exception of a slight error in one item which had been corrected.

The report of the Auditing Comite was adopted.

Chairman: We have with us Mr. Goemann from Toledo. We would like to hear something from him regarding What the National has done for the state ass'ns.

The National Ass'n.

Mr. Goemann: A great many country dealers do not seem to think the Nat'l Ass'n can do them any good. They believe they can only get benefits from the state or local ass'n, but they are in error. Ass'ns are absolutely necessary whether they are state or nat'l, and especially the nat'l. In the Nat'l Ass'n many things come up which need attention, not as often perhaps as in the state Ass'n, but when they do come up they need quick action and by being organized, being strong in numbers as well as financially, it is able to prevent the enactment of unjust laws.

In explanation of that there is the Uniform B-L matter, which came up sometime ago and would have increased the rates to every small shipper \$5 a hundred. This would have been a great detriment to you. The large shipper could have afforded to carry insurance and accepted the lower rates or take the chances on account of the large amount of his shipments, to reduce any damage he might have to a minimum, but the small shipper could not afford to take this risk and therefore would be compelled to pay \$5, which would drive him out of business.

Then in the matter of terminal market abuses. If you have a market you are shipping to Toledo, Detroit, Baltimore or Philadelphia, and you believe the grading is wrong or the weighing system is wrong you can go to your secy. He will take it up with the Nat'l Ass'n thru your affiliation with the Nat'l and they at once send a comite to these cities and rectify any inequalities that may exist.

Of course you can say you do not see these results, but they come to you just the same. Now the receiver is the direct member of the Nat'l Ass'n and pays \$10 dues, while the affiliated member pays only \$1, so that he gets practically the same benefit as the direct member who pays so much more.

We had in Illinois an illustration of this about a year ago. The question came up of the R. R. and Warehouse Comm. inaugurating a system of weighing in Chicago to take the place of the Chicago Board of Trade Weighing Dept. Representatives of the Chicago Board of Trade and the Secy. of the Nat'l Ass'n went to Springfield and were able to have the bill knocked out. They have also been able to put the weighing at St. Louis under the supervision of the Merchants Exchange. You see from this that there are many things that come up which benefit the small shipper. It does not benefit the receiver so much, but it benefits the small shipper, the country dealer, and therefore, he gets many fold the returns from his investment for dues.

J. W. McCord: I have always recognized that the individual did not count for much when it came to take up matters with the railroads and legislative affairs. I have always found that an organization counts for a great deal. I know it does when it comes to taking up legislative and national affairs and for that reason the Grain Dealers Nat'l Ass'n, even if it did nothing more than have an existence, counts for a great deal. When matters of interest come up the railroads and legislators naturally turn to us to know what we are going to do,—how we stand. In the matter of the Uniform B-L, I do not believe there was an organization that did as much to defeat that bill as did the Grain Dealers Nat'l, and for your information I will say that next September or October a joint comite of five from the carriers and shippers and receivers will conclude the work they began on the 5th of June, and we have every hope that they will give us a fair, square, clean B-L that will be reasonable and satisfactory to both interests.

I am informed by F. J. Firth, chairman of the transportation bureau, that he has every confidence of the shippers securing a B-L that will be perfectly satisfactory to all interests. In the meantime the B-L they tried to force upon us Jan. 1st, '05, has been withdrawn by the carriers so that no one need sign away his rights by using this B-L.

We cannot do without the Nat'l. When it comes to these broad matters of rate regulation, they look to the National to deal with these vital questions and it is due to the state and local ass'ns that they support the National Ass'n with all the power they can, be-

cause it is thru the Nat'l Ass'n we will get the best results on these broad lines.

We have coming up in this next Congress the matter of rate regulation. We hope to get all benefits that were incorporated in the Esch-Townsend bill, altho the Senate has so far obstructed that bill. The carriers are now organized. They have bureaus in Boston and Atlanta. They have attorneys and other experts employed for the purpose of disseminating statements that are not true. They are trying to break down the agitation which we have started and they are misrepresenting us in every direction, claiming that there are only a few of us who are carrying on this agitation and that the country shippers do not care whether there is a change or not.

Above all we need the powers of the Interstate Commerce Commission increased or made stable that the commission will be of use to us. At present it is impotent. On behalf of the Ohio Ass'n we want to join with all other



Pres. Wm. Reardon, Midland, Mich.

states in support of anything that is for the good of the trade.

We are rapidly approaching the matter of uniform grades throughout the country. This is a thing very much to be desired,—uniform grades and uniform practices all the trade. It makes it very much easier for us to do business.

The Nominating Comite reported as follows: Pres., W. Reardon, Midland; V. P., C. E. Noyes, Jackson; Directors—J. B. Crawford, Ithaca; T. G. Craig, Detroit; W. E. Shelden, Jackson; H. L. Goemann, Frankfort; C. E. De Puy, Pontiac; W. R. Shaw, Ovid.

Upon motion of I. Grant the report of the comite was adopted as a whole and the Secy. instructed to cast the vote of the Ass'n for the officers named.

Pres. Reardon: I believe you have selected as good officers as you could get as far as the directors are concerned, but the name, the influence and the success or failure of the ass'n is up to its members. While the officers may do everything they can they need your enthusiastic support. Now, a ball game is often won by what we style the rooters. You gentlemen, members of this ass'n, if you are going to make a success of it, must get on the bleachers and holler.

We have with us Mr. Culver, Chief Inspector of Toledo. We will hear from Mr. Culver.

Mr. Culver: Toledo has adopted new rules, and as I think they will be of interest I will give them to you as passed by the Toledo Board of Directors. (Mr. Culver read the new rules, which are printed elsewhere in this number.)

As for the Chief Inspectors Assn., we

have been endeavoring to bring about a national grade that could be used and accepted all over the U. S., so that in shipping to Toledo, New York or the other markets the grade would be the same and after the country man becomes familiar with it, he can ship to any market and be sure that his grain will grade the same in all markets.

Mr. Bueltingsloewen: I move that we take up The Benefits of Amalgamation. Let us hear from the Secy.

Amalgamation.

Secy. Ewer: I am not discouraged. Nothing ever phases me, but I am a little disgusted because we have not more of our Michigan members here. We have out of over 200 members in our ass'n something like 175 in good standing, and why they are not here I can't account for. When I take into consideration that the queries sent out for replies as to whether or not they favored amalgamation, and out of 100 cards returned at this time 95 said they favored the amalgamation and something like 60 said they would be here during the meeting, and I guess we have something like 60. I outlined the amalgamation proposition in the pamphlet sent out.

The great trouble with Michigan is that she is associated to death. With all due respect to the other ass'ns we have millers, bean jobbers, hay dealers ass'n, grain dealers ass'n and what is known as the Michigan Butcher and Poultry Carload Shippers Ass'n. Now the statement that we are associated to death comes from the fact that we have a great many members in our ass'n that belong to all these other ass'ns. We have members in the ass'n whose dues average them about \$50 a year for a single station. My 2 years experience as Secy. of the Michigan Grain Dealers Ass'n convinces me that we can't win out the way we are. There is not any one ass'n in Michigan strong enuf to secure any results.

As far as our own ass'n is concerned, I do not want to take any more dues, unless I can be in a position, or whoever your secy. may be, to give the man full value received, and we can't do it with a membership of 150 or 160 who pay their dues. They are continually dropping out because they are getting tired of paying dues from the fact we are not in a position to give them results.

Now, my idea was to change the name of our ass'n to the Michigan Shippers and Receivers Ass'n or any name you might think appropriate, and invite every carload operator in Michigan to come into this one ass'n. I did not receive any reply from the officers of the bean jobbers. Inasmuch as I received nearly 100 per cent replies in favor of this amalgamation I took it for granted that we would be in a position at this meeting to pass on this question as to whether or not we want to change our name and make every shipper in Michigan in all lines of farm products eligible to membership in this ass'n. We have either to amalgamate or the Michigan Ass'n can't exist.

If you are going to make this ass'n pay so you can give your members full value received, you have to get out and hustle. You can't sit down in your office. I know it, I have tried it. I am certain if we can take in these other ass'ns we can have a membership of 500 or 600, and establish a car service bureau and freight claim bureau and can reduce our dues if necessary to \$6 or \$8 a year. The dealers in our ass'n are dropping out on account of too heavy dues.

C. E. Noyes: The time is opportune to go ahead on the lines outlined by Mr. Ewer.

W. E. Shelden: I move that the name of this ass'n be changed to Michigan Receivers and Shippers Ass'n.

W. R. Shaw: I understand that the Michigan Bean Jobbers Ass'n will meet here in three weeks. It seems to me that the matter of amalgamation should be taken up with the other ass'ns and then if they are agreeable to amalgamation call a convention of the different ass'ns to decide.

Secy. Ewer: The question of changing our name has nothing to do with amalgamation. I am tired of asking Mr. Hay Ass'n if he is in favor of amalgamation. Now, if this ass'n, whosoever is the secy., can go out and ask these shippers to join our ass'n we will be in a position to do business. We want to change the name and then they can amalgamate with us instead of the Michigan Grain Dealers Ass'n. There are not enough grain dealers in the state for a grain ass'n.

G. W. Young: I am against amalgamation without consulting the other ass'n's. I do not believe in going into competition in the ass'n business.

A. E. Lawrence: I know that the secy. of the hay ass'n is against it. I believe we should consult with the other ass'n's.

W. E. Shelden: I do not believe this is going in competition with the other ass'n's any more than when we organized.

C. E. Noyes: It is simply a question of giving value received.

Pres. Reardon: I do not think the question of competition or force enters in any way. Our firm is shipper of potatoes, beans, grain and hay and I think a large portion of the shippers of any of these products in Michigan are shippers of the other. Of course there are some that do not ship at all. But I will say that our firm is heartily in favor of holding up one strong ass'n instead of undertaking to carry several weak ones. I believe it is to the interest of the shippers.

H. W. Carr: The Saginaw Mfg. Co. is very strongly in favor of having one ass'n. We are members of the hay dealers ass'n, bean jobbers and grain dealers ass'n and we would like to be in a position where we can have our membership in one ass'n.

C. C. Hubbell, Pres. Butter, Eggs, and Poultry Ass'n: I cannot speak officially for our ass'n, but we intend to take the matter up at a meeting soon. So far as I am concerned, I am in favor of the amalgamation.

The motion was carried. However, the vote was very light, and W. E. Shelden moved that the motion be reconsidered. The motion to reconsider prevailed.

Upon suggestion of H. L. Goemann the name was changed to Michigan Farm Products Shippers Ass'n and the change to this name was accepted by the mover of the original motion. The motion to change the name was carried unanimously by a rising vote.

G. E. Noyes: I move that Section 1, Art. 3, be changed in our constitution and by-laws to read "regular shippers of farm products" instead of "grain shippers" and that the other articles of the by-laws be changed accordingly.

Motion seconded and carried.

Resolutions.

RESOLVED, That we recognize and appreciate the value of the work of the Grain Dealers National Ass'n in all its Departments, and request every member of this Ass'n, also every regular grain dealer of this state to contribute their moral and financial support to the fullest extent of their ability, and that we request the officers of the National Ass'n to continue with all possible energy and power, efforts now being put forth to complete the formulation and adoption of a fair, square, clean B-L contract, in which the right of both shippers and carriers may be protected fairly and equitably. Also,

That we approve of the efforts put forth by the Ass'n in support of President Roosevelt's recommendation along the line of increasing the power of the Interstate Commerce Commission by National legislation; thus insuring every

shipper a "square deal." And be it further

RESOLVED, That we continue our present affiliation to the National Ass'n and express our thanks for the liberal manner in which our arrearage for past dues has been adjusted by the National.

RESOLVED, That this Ass'n approves of the efforts now being put forth in Congress by the different trade organizations along the line of railroad rate regulation or supervision by the Interstate Commerce Commission, and that we approve of a plan that will clothe the commission with power to substitute a rate, when an established rate is found to be unjust and unreasonable. Said substitute rate to obtain until reviewed by a regular or special court of appeal. And be it further

RESOLVED, That we approve of the efforts of the Chief Inspectors National Ass'n in the matter of perfecting a system of uniform grades.

C. E. Noyes: In regard to the subject No. 7 on the program—there is no more reason for lending bags than that we should lend the farmer a mowing machine or money without interest.

Mr. Goemann extended an invitation to the dealers to attend the Nat. Hay meeting at Toledo.

Upon motion the meeting adjourned.

Convention Notes.

W. E. Shelden distributed novel cigar cutters.

The Albert Dickinson Co. was represented by J. S. Pye.

W. J. Bonker and B. N. La Du of the Olds Gasoline Eng. Works supplied those in need of power.

A. T. Ferrell & Co. was represented by L. H. Cogswell. Other machinery men present were H. J. Livergood and R. W. Holden.

The following delegation of good fellows came over by boat from the Ohio meeting at Put-in-Bay Friday night: J. M. Coup, W. A. Rundell & Co.; W. W. Cummings, with J. J. Coon; E. H. Culver, H. L. Goemann and J. C. Gorman, Goemann Grain Co.; A. Guiteau, W. H. Morehouse & Co.; Fred Mayer, J. F. Zahm & Co.; E. L. Southworth, Toledo; Philip Geidel, Geidel & Dickson; J. A. A. Geidel, D. G. Stewart & Geidel; W. A. Kober; Alfred Lawton, H. G. Morgan & Co.; Robt. Thorne, Keil & Thorne, Pittsburg; E. Kirwan, Baltimore; J. W. McCord, Columbus; J. D. Shanahan and F. G. Winter, Buffalo.

The following Michigan shippers were in attendance: O. C. Allen, Portland; E. Bueltzingsloewen, Battle Creek; H. W. Carr, Saginaw; J. B. Crawford, Ithaca; I. Grant, Reed City; J. Hause, Jr., Clinton; C. C. Hubbell, Marlette; C. W. Heller, Cass City; J. A. Heath, Lenox, E. I. Isbell, Jackson; W. N. Isbell, Lansing; A. E. Lawrence, Milliken; F. S. Lockwood, Laingsburg; F. E. Leighton, Jackson; Wm. McCallum, Cass City; C. E. Noyes, Jackson; W. J. Orr, Bayport; Wm. Reardon, Midland; E. L. Richmond, Pontiac; W. E. Shelden, Jackson; W. R. Shaw, Ovid; W. H. Sturgis, Capac; M. H. Vaughn, Caro; F. A. Voigt, Grand Rapids; J. P. Wood, Chelsea; A. G. Walker, Jackson; G. W. Young, Pawamo.

The Minneapolis-miller, with a lone hand, beat the three Milwaukee millers who sat in the May wheat game.

The New Jersey Stock Exchange has obtained an option on land on which to erect its building at Jersey City. Treas. A. R. Hawley has opened temporary offices at 44 Broadway, New York. Transactions will not be subject to the New York state tax.

Letters From Dealers

FARMERS ELEVATORS IN ILLINOIS.

Grain Dealers Journal: For some reason the number of farmers elevator companies being organized in Illinois seems to be getting steadily smaller. Last year hardly a week passed without the formation of a new co-operative company to do business in Illinois, while in May this year only 1 company was organized.

The reason for the decline in the co-operative movement is well worth study. Whatever the causes the regular grain dealers should endeavor to spread among farmers the truth, which is that grain can not be handled without expense, and that farmers who try to ship their own grain thru their own elevator might as well try to lift themselves by the bootstraps.

One reason for the smaller number of co-operative companies organizing is no doubt the departure of the agitators; another is the publication of the failures of co-operative companies. It seems that the more intelligent farmers know about the co-operative elevator companies the less willing they are to subscribe for stock in these companies. This suggests that whenever there is talk of farmers organizing a company the regular grain dealers in that territory have published in their local papers a true history of the companies that have failed.—A. G. V.

RECIPROCAL DEMURRAGE DEFATED IN WISCONSIN.

Grain Dealers Journal: "After a determined and persistent effort on the part of the Wisconsin Grain Dealers Assn. to secure the passage of Reciprocal Demurrage Bill 79A, writer is advised that the Senate Committee on Railroads has seen fit to smother or kill the measure.

The small and unreasonable excuse given is the fact that the Rate Bill, which was recently passed, apparently covered many features of our bill. There is absolutely nothing in the Rate Bill touching upon the reciprocal feature of our measure, and in view of the fact that it was primarily this object which we advanced, and which we were seeking to obtain, shows conclusively we were "cutting deep" into the revenue of the railroads, even through the proposed application of reasonable reciprocal car service rulings.

Our measure, especially as amended and passed by the Assembly, was extremely fair to railway lines, and this view was openly expressed by the majority of members of both the Assembly and Senate. Writer firmly believes if the bill had been favorably reported upon by the Senate Committee it would not only have passed the Senate with a nice majority, but would have promptly received the Governor's approval.

The fact, therefore, is obvious that the railway interests of this state have an influence hard to overcome, and while it never has been the intent of this assn. to antagonize these interests unduly, we are strongly in favor of "fair play," and will bend every energy to see that the rights of the shipper and the receiver receive due consideration.

We trust other state organizations will join with us in seeing that proper rules and regulations covering the car service situation are drawn up and presented before the Railway Commissioners, who will be appointed in accordance to the provisions of the Rate Bill. While we must admit we received a "set back," we do not propose to lay down and "stack arms."—M. H. Potter, Secy., Milwaukee.

THE CO-OPERATIVES.

Grain Dealers Journal: I have sent out in eight mos. about 300 letters to officers of farmers co-op cos. detailing the fact that under the law they are responsible for the debts of the company and cannot assess stockholders for losses should the company get in shape its property will not pay its debts.

I have also called their attention to losses and mistakes of other companies. Have commented on phases of the business and have not failed to call attention to the fact that I have audited the books of some cos. and have "dug up" money to the tune of \$30 a day for the aforesaid companies. And I wish it understood that my primary purpose in writing these letters was for my own benefit. I do not profess, like certain parties, to be consumed with love for farmers' cos. In fact, if the professions of certain parties are true, they have a monopoly of all the sentiments of love for the farmer and any brand of honesty in the grain business not bearing their trademark is not genuine.

My relations with farmers' cos. are a matter of business. I simply say if their managers will yield the same returns for money paid that my services have yielded so far to those who have employed me, it will be a paying investment. So much for that.

For some 2 years past I have noticed the fine Italian hand of certain commission firms in connection with farmers' cos. Let me say I have nothing against commission houses who attend to their own proper business. But when representatives of firms get resolutions passed by a state association that their way is the only way; when they are so active in promoting farmers cos., misrepresenting things in general; when they tell a company that business can be done on about half the proper margin, and persistently try to create the impression that they are the only firms who, for a long time would handle farmers' business, then I say it is time to call a halt.

For nearly 5 years at odd times I have had access to books of farmers' cos. That was before half the companies now in existence were born. Let me say in all cases those early companies had all the bids they wanted from every point they could reach. It was not lack of bids but a lack of judgment and experience that played the mischief with them. An overdose of "enthusiasm" also helped to ruin them. The scriptures say that "zeal without knowledge," is a bad thing and figures won't lie, though liars do sometimes figure.

In the face of such facts it is an insult to the intelligence of farmers and a misrepresentation of other grain receivers, for a few of these self-constituted patron saints of husbandry to claim that had it not been for them, the outlets would have been closed for farmers' cos. grain.

As a sample I want to quote the actions of a commission man who was in this section some time ago at a farmers' meeting. He tried to get them to take a certain man from another place as their manager.

Of course that manager would have shipped lots of grain to his firm. While as I say in writing letters I am advertising, yet I can at the same time warn men who need warning.

It chanced that once in my career as an accountant I examined the books of a company which had as its manager a very prominent officer of the state association.

He was certainly a poor manager, as he lost them about \$7,000 in 3 years. He was certainly a bad bookkeeper as he had \$735 of the company's money and claimed he did not know he was ahead and the company short that much. But he paid it back just the same as a result of my examination. Now two committees of the members had figured out \$3,400 profit in 2½ years; 3 months later I figured nearly \$7,000 loss. They were about \$2,500 worse off than nothing, having lost their stock and \$2,500 besides.

This manager as a high official was called in whenever a new company was formed. The flattering reports of those two committees gave him a chance to say: "The members figure out I have done so and so on a very low margin." What would be the result? Simply that following such counsel, every company in the state would "bust" and hundreds of innocent officers would pay multiplied thousands of dollars, which in justice they should not pay. This manager was buying on commission. I found months where his commissions ran \$600 or \$700, but he lost them about ¼ cent on each bushel by the time all expenses were paid. Some commission firms made hay but the business of that company is now in the hands of a court. And there are others.

I received recently a letter from an official of the state association asking me why I send out such letters as I do. I trust if this meets his eye his question is answered. He also sent me an address he delivered some time ago at a state meeting. I judge him a very nice gentleman and sincere in his convictions. As a piece of literature I unhesitatingly pronounce his address a gem. But with all due respect to him, I am of the opinion that he is "long" on "fancy" and "short" on "fact." In his address he quotes "Truth will prevail." I agree to that, and as I am an apostle of truth I am scattering it in my letters however much it may disagree with some of the "rosy" literature extant.

In this gentleman's address he represents one commission firm as standing in the breach to keep an open market for the farmers. *And one only.* He represents this firm as saying, "Where these people (the farmers) go I will go; where they lodge, there will we take up our board." I guess that's all so, but when he represents this firm as saying, "Where the farmers are buried, there will we be buried," I beg leave to differ from him.

I am inclined to think that when the farmers die (as a company) if it is summer time, the aforesaid commission men will be enjoying the breezes of a northern lake or if it is winter they will allow the balmy air of the Southland to dally with their whiskers, and they won't be caring a "cuss" where the defunct corpse is buried.

The "commish" man leaned on a well-worn spade,

And said, with his pockets full of "tin",
'I gather them in, I gather them in'.

It has been stated that a favorite trick of the old line men is to get a farmers' co. to bid up to "bust" it. Well my letters won't have any such effect. It is my

opinion that it will take 3 cts. on an average to cover the cost of handling grain and allow for all contingencies. I am not advising any 1 ct. margin as some have done. It is not a question whether the farmers have a right to market their own grain. No sane man that I know of denies their right to do so. But it costs something to build and equip an elevator. It costs to run it. It does not advance in value like land. It is liable to burn in the midst of a busy season. The man who owns an elevator ought, after paying all expenses, to get a fair interest on the money invested and pay for his own time and labor. The farmer should have that on his land and for his labor. In the long run I believe the farmer will have more charity for the grain dealer, when he has tried the business a while himself and found it not all roses.

In his "address" the state official to whom I referred, stated that "It was the opinion of grain men that the farmer did not have brains enough to run a grain business."

I can't speak for others, but I do not question the natural abilities of the farmer. My father was one, and I was reared to the plow. I would not like to discredit my ancestry and early associations by such an opinion as that. But suppose I had never farmed a day in my life and some farmer wanted a manager to run his farm. I apply for the position and tell him I have no "experience." He would say, "Go and work for some good farmer a year or two and then come and talk to me."

Our most successful business men as a rule are men who began as clerks for someone else and by the time they had the capital they had the necessary experience. So long as farmers' cos. put in inexperienced men to run a business of \$100,000 a year, so long as they listen to the siren voice of the man "with an axe to grind," so long can we expect to hear of "smashes" and disgruntled officers who have to "Foot the bills."—Cordially yours, W. C. Cox, Pesotum, Ill.

If the crops are not what you expected, you should think of the time when people plowed with a crooked stick and were deuced glad to get half a bushel an acre, consolingly remarks the *Dallas News*.

Uncle Ellery finished seeding his upper 40 in Hennepin county to wheat this week and came into the exchange room to get his Starbuck Bugle to see what the boys were doing in his old town.

"You know," said uncle, "I don't like the way this crop season is starting out."

"What's the trouble?"

"Wal, the southwest has 450,000,000 bushels of wheat a foot high and growing like box alders. P'raps they've got 500,000,000 bushels. Now up here, we soil ticklers are putting in a crop that will thrash 300,000,000 bushels. There's 800,000,000 bushels of wheat in sight. Now I drempt the other night, after I got to thinking of it when I went to bed, that Canada showed up with 200,000,000 bushels more. That made a round billion of bushels of wheat for Ameriky! Now with a crop like that where's the price going to I want to know."

Uncle stirred uneasily in his chair.

"Perhaps rust or drouth or a wet season or 'insect life' will help you farmers to keep the prices up."

"Wal," said uncle, "p'raps they will. If they don't, us farmers will be selling some mighty cheap wheat."—*Minneapolis Journal*.

Annual Meeting Ohio Grain Dealers Association.

The annual meeting of the Ohio Grn. Drls. Ass'n was called to order at Put-in-Bay, O., Thursday, July 6, at 10:30 a. m., by Pres. C. H. Tingley, who read the following address:

President's Address.

Father Time has again brought us to another annual meeting of this Ass'n; the 26th in its history.

While the year just closing has been a fairly successful and prosperous one for us as individuals, and also as an Ass'n, yet there have been a few sections of the state where matters have not been as harmonious and prosperous as we could wish them to have been.

However, questionable and arbitrary methods that may have been resorted to by some of our local, affiliated bodies, (thereby causing local disturbances), do not at all disprove their usefulness, nor the usefulness of the State Ass'n at large. As a whole I have very little patience with that man, who folds his hands, and says he cannot see what good this, that or the other Ass'n does him. He is certainly taking a very narrow view of the business horizon. It is short-sighted policy, to say the least, for any grain man to feel that because he cannot see the shekels rolling into his pockets every hour in the day from Ass'n work, to condemn all organized methods for the betterment of the business as a whole. He is like the farmer who stands at his own door yard in the summer time, and thinks that the crops of the world are going to the "bow wows" because, what crops he can see from this door yard, with the naked eye, do not look as well as they might.

If we kept pace with the times, we surely would have out-grown this narrow view of Association work, and have learned to look at it in the broad light of what it has accomplished, all over the business world. We must awake out of our Rip Van Winkle sleep, shake ourselves, and learn that the world "do move."

We perchance see a policeman standing on the street corner in one of our large cities, and as we pass by, we may say to ourselves, "That man has never done me any good," but I say he has, because the very fact of your being permitted to walk, unmolested along a crowded thoroughfare of a great metropolis is due to the protection and majesty of the law of the land, of which law this policeman is the exponent. So with Ass'n work, we are today permitted, largely through its protection, to carry on our business, under our own vine and fig tree, (if we will), "with none to molest us or make us afraid." It stands between us and the oppression which grasping corporations, all over the land, would subject us to, but for the fact that these Ass'ns and their allied bodies, lift their strong sheltering arms against these corporations and say "stand back," "hands off."

This fact has been clearly demonstrated over and over again during the past year or two. The "Ohio Grain Dealers Ass'n" has taken a potent and prominent part in all recent movements and legislations, both state and national, that have had for their object the better protection of the shippers, in all branches of business.

The lack of time forbids my going into these affairs in detail. Suffice it to say that the mere allusion to what has been done for the shipping world, in the matters of the uniform bill of lading, the relief from unjust discrimination in demurrage and rebilling privileges, the righting of wrongs against the shippers at sundry terminal markets, and the monstrous strides the national government has taken to enlarge the power of the Interstate Commerce Commission in order to protect the small shipper against mammoth combinations of men and money, are a few of the many matters that have been brought about, either wholly or in part by Ass'n work. In the face of these undisputed facts, is it possible there can be a doubting Thomas in this Convention?

During the past year, too, arbitration has been successfully resorted to by members of the Ass'n, greatly to their own benefit and self-respect.

Again, your officers have carried out your instructions, to the best of their ability, for instance, by inviting the cooperation of the Ohio Experimental Station with us as a body, also by formulating a plan for procuring the very best and most reliable crop statistics possible and for a "Claim bureau," for the protection of its members against loss in the matter of claims.

So much for the past. For the future, as I am neither a prophet, nor the son of a prophet, I cannot tell exactly what is coming, but this I do know that we are not like Alexander of old, who wept because there were no more worlds for him to conquer, for I can safely predict that Ass'n work is still in its infancy, and that we are just now learning the alphabet of the good things in store for us, from combined intelligence, earnest and harmonious co-operation.

There are several things, it strikes me, that we as a body, should attend to at once, for mutual benefit—First, we should instruct our "legislative committee" to endeavor to have our state laws, governing the employment of licensed engineers, so amended that any competent, sober engineer be permitted to hold a state certificate and thus be allowed to handle be permitted to hold a state certificate and thus be allowed to handle any boiler that may be found in an ordinary country elevator, thereby saving the grain man endless trouble from disgruntled neighbors or walking delegates.

I believe, too, that there should be a uniform method of scale inspection devised, that will enable each member of this Ass'n to have his scales tested at least twice a year, by some competent man. I also suggest that we petition the owners of public elevators at terminal markets, especially those to which we ship corn, to install the very latest modern grain drying machinery into their plants, because we know from past experience that the Ohio shippers would have been saved thousands of dollars on new corn, had these terminal elevators been equipped with drying machinery as suggested above.

Again I would suggest that we patronize, as far as we possibly can, to the full limit of their ability to write insurance, our own state and national fire Ass'ns.

I also believe we will have fallen very far short of our duty, if we fail to endorse, in no uncertain sound, what our noble President Theodore Roosevelt, is doing, to see that each and every shipper has a "fair show" in this free country.

I will not attempt to go further into details, because our worthy Secretary, J. W. McCord, is loaded with facts and figures galore to satisfy the tastes of the most fastidious, and I shall leave that work to him.

In conclusion, will say, we cordially welcome these visiting gentlemen who are with us today for our instruction and enlightenment, and trust they will enjoy their stay with us as much as we certainly shall, and they may have such a good time, that they will want to be with us, every time we meet in the future. I hope our deliberations at this time will be productive of great good for us individually, and also for the grain trade at large, and that nothing but harmony and the best of good feelings shall prevail while here at this historic spot, that when we separate, at the adjournment of this meeting, to go to our respective fields of operation, that we may each go with the resolve in our hearts, that let others do as they may, as for me, I will pledge myself to be a faithful member of the Ohio Ass'n, a loyal member of my local Ass'n, and a committee of one, to do anything and everything I can, to promote peace, harmony and prosperity in the grain world, wherever my lot may be cast, remembering that it is the "long pull," the "strong pull" and especially the "pull all together," that counts for the most in this world.

Sec'y J. W. McCord, contrary to his usual practice, did not have a formal report, but said the Ass'n had 60 members at large; 99 affiliated from the Miami Valley & Western Ohio Ass'n; 28 from the N-W. O. Millers & Grn. Dealers; 75 from the Middle Ohio; 7 from Western Ohio, and 7 from N-W. O., making 276 in good standing.

Two cases had been settled by arbitration and none were pending.

Treas'r McCord reported receipts of \$1,069.31; expenditures, \$943.93; leaving a balance of \$125.38.

Reports were received from the affiliated Ass'ns.

C. A. McCotter read the following paper:

The Construction, Care and Maintenance of Elevators.

In treating the construction, care and maintenance of elevators from the fire insurance standpoint, it is not felt that construction is as important, and of as much immediate interest, as care and maintenance. Of course, construction is a large factor in the fire insurance business, and as insurance is generally only applied for after the completion of the plant, and nine out of ten of you are, to-day, interested only in a completed plant, a discussion of details as to construction, does not have the interest it should. If anyone contemplates building an elevator, and will address the speaker at Indianapolis, it will be a pleasure to send "Rate Specifications for Country Elevators," which gives the various charges for the different features of construction. It is well to do so even for cases of remodeling, at which time some corrections can be made to advantage.

Thousands of dollars are paid for insurance, which could have been saved and the danger of loss by fire reduced, if, at the time of construction, the fire hazard were better considered to make a less fire danger, and hence a reduction in the insurance cost. When a plant is already in operation it is not always practical to make changes for the benefit, which would accrue to the insurance rate. Yet, at times of remodeling, one can frequently make corrections, where the extra expense, if any, will be more than offset by the improvement to the risk.

It seems unfortunate and, in fact, is very unfortunate to the elevator owners as a whole, that so many elevators are built by inexperienced men. Properties are found entirely inadequate in foundation or timbers, braces, size of shafting and bearings, unhoppered elevator heads and wood pulleys in heads or boots, power and machines not properly proportioned, with result of extra expense of poor work. In substance, the builder had no proper conception of the load to be carried or work to be done. Every elevator operator knows the troubles which attend a poorly constructed elevator, and practically every trouble is a fire hazard. When a fire has relieved the agony of trying to operate a defective elevator, the owner may collect some insurance; but the payment of the loss comes back onto the grain trade as a whole. So every one of these losses from defects becomes a "black eye" to elevator insurance, and elevators as a class are blamed because they require high rates or are unprofitable for insurance companies.

EXPERT ADVICE—When a man is to invest several thousand dollars and economy and ease of operation are to be the chief factor in making a profit, it would seem as though expert advice would be sought. All too often as little heed is given to the best features of construction and operation as is given to fire danger and effect upon insurance. After the plant is completed and the insurance schedule applied, then the defects show up with disappointment as to the rates.

There are two firms in this state, who upon rebuilding, after fires, submitted the plans to the Grain Dealers' Fire Insurance Company, and required that any alteration be subject to the approval of the insurance company. The result was that the new elevators are considered first class fire risks and the insurance

sought in competition, by the mutual and stock companies. Those firms are less liable to another loss, and the insurance is costing a good deal less than was paid on the old elevators.

There is a firm in Illinois, who, when they build or remodel an elevator, not only study the economy of power and operation, but in advance, determine the insurance rates. This has been done to such an extent, as to minimum carrying charges on corn and other grain held in storage, that they are able to meet any competition or take advantage of any market conditions. They have the correct theory that, if any extra expenditure will merely produce a good interest saving for the sum, they receive enough indirect benefits and better security to their property and business.

CARE AND MAINTENANCE are really the great factors in elevator insurance. One may in a few weeks or months, build a plant with carelessness as to a few defects, or even have it perfect, but it is the long years to follow in the care and maintenance, which makes the test as to being safe property for insurance. It has been repeatedly demonstrated that if a fire proof building is filled with hazardous, inflammable material, the fire proof quality is destroyed. In fact, at Port Williams, Ont., was built an elevator of steel, with very little wood outside of machines and window frames, yet, lack of proper care and maintenance resulted in a fire that did not leave scrap worth saving. All the virtues of construction can easily be discounted by poor care and maintenance.

One is safe in saying, that in the past, no class of property has received less attention as to cleanliness and order than elevators. For years, insurance men, by inspections and recommendations, have been getting improvements in mills and factories. Mutual companies devoted to one class of property, have been organized, and the class insured improved as to fire dangers, resulting in reduced insurance cost; but elevator insurance has been held as a speculation by both the companies and the elevator owners. The result has been a large fluctuation and generally high cost for insurance, with many insurance companies declining to accept elevators at all.

THE PROBLEM OF LOW INSURANCE COST is more for the elevator owner than for the insurance company. The insurance company, stock or mutual, has only to see that it collects enough to more than meet the probable losses and expenses. The property owner must pay the cost, be it large or small. The insurance company assumes the liability of a loss resulting from a fire, but leaves the property in the care of the policy holders. The policy holders are, therefore, the ones responsible for the losses occurring, and must make good the full amount in the present or succeeding years. The losses, which practically fix the insurance cost, are a question of care and maintenance.

There is little question that four-fifths of the fires could have been prevented if the right thing had been done. It is nearly a true saying that a "watched hazard never fires." How many regrets have been brought into the lives of grain men that, at some time in the past, they did not use more caution or give more attention to a fire danger. Over and above the insurance, the loss of a desirable elevator means the profits gone for several year's work; the profit and advantage of the present crop marketing lost, and a great deal of extra work to replace the plant. The elevator is re-built with more attention to construction, care and maintenance, but it is a good deal like the old case of locking the barn after the horse is stolen.

IMPROVEMENTS—The greatest difficulty found by insurance men who try to get improvements or corrections, is that the elevator owner, too often, considers the fire dangers only from his own experience, limited to a few years and elevators. He feels slow to accept the wider experience and study of the insurance men. Take the case of barrels of brine and buckets. You will find these appliances in the mills, factories and warehouses, but in country elevators, outside of those insured by mutual companies which requires the barrel and bucket, not one elevator in ten have them, or any provision for extinguishing an incipient fire. Of the corrections asked by mutual companies, those to

place or refill barrels and supply buckets are more than all other corrections combined. Still, the company I have the honor to represent, has good evidence of over \$12,000 saved in the last one and a half years, through these simple, cheap, protective appliances.

It is difficult in a paper like this, to lay down any suggestions or rules that will apply specifically to the many different kinds of construction and conditions which exist in the different properties owned by grain dealers. It is the unexpected, more than the expected, which happens. The expected is one thing, while the unexpected may be a hundred things.

Insurance was declined upon an Illinois elevator because of wood pulleys in the elevator heads, but the first fire to occur was in the boiler house. The insurance inspectors cannot point out what will cause the next fire, but what are causes of fires.

It has always been my belief that, if the owners and foremen of elevators would, at all times, give the proper thought and attention to fire dangers, they should, and would, know more about the defects of their own elevator, than any insurance man, who, at best, can spend but one or two hours a year about the premises. Watching fire dangers is but one of the duties about an elevator; and because the need of special attention has been so little impressed by insurance men, coupled with the self satisfaction of the owner or foreman in their limited experience, there are probably today more fires in elevators, compared to the amount of danger that should exist, than in any other kind of property. This means that the elevators are paying more for insurance, compared to the preventable hazard, than other classes of property.

This situation has been largely the fault of the insurance companies, who have not properly recognized the best features of construction, care and maintenance; the last two in particular. There has not been the proper incentive for the individual to maintain the best conditions so long as the insurance cost was based upon the carelessness of the many.

THE SOLUTION OF THE PROBLEM of improved properties and low insurance was given last May, before the National Manufacturer's Ass'n by Edward Atkinson, of Boston, who is widely known as a student of reduced fire haz-

ard and water protection. His ideas have been adopted by certain manufacturers to such an extent that their insurance now costs about one-tenth the old price. I quote fragments from his paper on Methods of Reducing the Cost of Fire Insurance:

"The owner, builder and occupant of property are the only persons that can prevent loss by fire on their premises. All that the Factory Mutual Underwriters can do is to give owners and agents information and instruction how to prevent loss, and all that the mutual companies or the stock companies can do in case of loss is to pay a certain sum as indemnity, so far as money may compensate for the loss. It therefore rests with you, members of this ass'n, to reduce the cost of insurance on your property, and you only can do it."

"All underwriting is mutual. You contribute a premium to the funds of a stock insurance co and your losses and expenses are paid out of your own premiums. The capital is nothing but a guarantee; if the capital is impaired by losses and expenses it must either be made up by the stockholders or the company will be enjoined and put into bankruptcy. And, precisely the same way, the sum deposited with the mutual companies under the name of premium, is the only source from which losses and expenses are paid."

"What, then, is the first condition precedent to reducing the premiums on fire insurance, which are not yet high enough? It is this: Let every man answer to himself, 'Is my building constructed as safely as I would construct it were I to insure it myself?' Is it protected with the apparatus such as I would put in it if I were insuring it myself? Is it kept as clean, as free of hazard in occupancy? Is it watched and inspected as it would be by any one of common sense, who insured himself?"

"Now unless each one of you representing a large factory or work shop can answer these questions 'Yes,' you are not yet qualified to become members of a safe mutual company."

"Yet there is an immense field open to all, by occupying which you may greatly reduce the cost of your insurance and induce the underwriters to grant you lower charges of premiums in recognition of your own duty fulfilled to your own property."

"You can do the one thing that lies at the foundation of the mutual system:

Members of the Official Board.



Secy. J. W. McCord; Pres. T. B. Marshall; Directors, H. S. Grimes and R. G. Calvert.

Establish a well-organized and complete system of monthly or quarterly inspection to be made by trained inspectors, reporting to yourselves, in order that you may immediately remove the cause of hazard, which you now tolerate simply from ignorance; and then supplement that inspection by experts by establishing blanks and putting in force a system of self-inspection of your own premises, as more than one-half the factory mutual members now conduct that work, rapidly increasing in number until all will establish that practice."

SELF-INSPECTION—This recommendation as to self-inspection by the owners and superintendents is very gratifying to the officers of the Grain Dealers Fire Insurance Company. With no knowledge that the idea was considered by any other insurance company and which could be adopted only by a mutual company, they have devised a system of monthly self-inspection reports to be made by the men who have the supervision of the insured elevators. The adoption of the system is entirely optional with the policy holder, but a credit on the insurance cost is given for a full set of reports. The purpose is to have the fire danger receive special attention, at least, once a month, which with the instruction and information given with the reports, is bound to prevent losses that would otherwise occur.

This effort on the part of the insurance company to lower the insurance cost and recognize individual effort for improvement, has been highly endorsed by the majority of the policy holders. Last week a remittance was received with letter, saying: "I find your self-inspection a good thing, not only for the company, but also for the insured. Much easier to keep things in shape than before. I feel sure our insurance will be cheaper yet. Success to you."

A six months experience with the system hardly demonstrates anything, but the fact that the loss ratio for the past six months was less than for the same period last year, and that out of the seven fires occurring, but one was a risk making self-inspection reports, is encouraging. If present conditions continue as anticipated, for the next six months, the credit for making these reports will be doubled. This illustrates that a policyholder in such a mutual company receives all his due. This cannot be said of a company which sells you a policy for the purpose of making a profit out of you instead of a profit for you.

THE LOSSES AND EXPENSES are explained by Mr. Atkinson are paid by policyholders. There is no special virtue in the name Mutual, except as there is an opportunity for betterment, and all share alike in the results. This creates an obligation to the other policyholders that you do not burden them with losses due to your own carelessness. While all of you Ohio members have not adopted the self-inspection system, the experience in the state of the Grain Dealers Mutual and of your own Mutual Fire Ass'n would indicate that you were giving considerable attention to the proper care and maintenance, and keeping down the losses. As the work of making reports requires but little time with a well kept elevator, it is hoped that all policyholders will send instructions to put the system in force.

THE DIFFICULTY OF THE PAST has been that the insurance companies viewed all elevators as a class only, with no distinction or concession to the individual. You helped pay for all elevator losses, the good, poor, and indifferent, while you could get no credit for personal efforts or betterments. This is all being changed. As never before elevator owners are requesting insurance which is mutual and to their interests, and especially as the patronage has been large to those companies devoted exclusively to country elevators. The effect of their work is already noticeable in the improvements which have been made to secure mutual insurance. Because of better care and maintenance there are elevators standing today that would otherwise have been burned. This means an insurance saving to the policyholders of those companies. But more than the direct or indirect saving to the members of those companies, has been the demonstrating, by elevators insured in a company by themselves of the approximate true cost for that class of property. The effect has already been a reduction in insurance rates and the

acceptance of elevators by insurance companies which a few years ago declined that class of property. It remains for the elevator owners of the country to get a still lower insurance cost by proper attention to construction, care and maintenance of elevators from the Fire Insurance standpoint.

Adjourned for dinner.

Thursday Afternoon Session.

The afternoon session was called to order at 2:30 by Pres. Tingley, who announced the following comites:

Resolutions: C. B. Jenkins, T. B. Marshall and D. W. McMillen.

Nominations: H. S. Grimes, E. A. Grubbs and H. S. Heffner.

Prof. Selby of the Ohio Agri. Exp. Station delivered an interesting address on The Improvement of Crops by Seed Breeding and Seed Selection in which he dealt with seed breeding and the characteristics of the leading varieties of wheat. He credited Gypsy and Mealy wheat with leading.

He told of the difficulties encountered in corn breeding and the method to develop the best seed. He advised against seeking seed corn from distant points. It being much better to select the best to be obtained in the vicinity and by the continued selection of the best for seed.

Dealers of the state who wish our bulletins can have their names entered on our mailing list by sending us a postal card request. We will also send copies of the bulletins to any of your farmer patrons if you request it at their suggestion.

C. B. Jenkins: I believe the dealers can help themselves and their farmer friends by taking an active part in the Farmers' Institute work and encouraging their farmers to do likewise. Some of the farmers are disposed to hoot at their brothers who attend the institutes. We must overcome this prejudice and encourage serious consideration of practical farming.

E. W. Seeds, chairman of the Legislative Comite, said the comite had nothing to report.

Chairman of the Claims Bureau Comite, E. W. Seeds submitted the following report:

Claim Bureau.

The Claim Bureau of the Ohio Grain Dealers Ass'n shall be managed and conducted by a Committee of three members of the Ass'n appointed annually by the governing board for that purpose.

EXPENSE—The expense of the Bureau shall be paid as follows, One-third thereof from the funds of the Ass'n and two-thirds from a percentage to be assessed on all claims presented to the Bureau.

PERCENTAGE—There shall be assessed on each claim presented to the Bureau ten per cent of its face value which shall be applied to the payment of the expenses of the Bureau. This amount shall be deducted from the funds received in settlement of the claim when adjusted. If such claim proves non-collectable for any reason, then one-half the above percentage shall be paid by the party presenting the claim, on demand of the management of the Bureau. Claims amounting to two hundred dollars or over may be accepted on a basis of an assessment of five per cent with a minimum of twenty dollars. The amount of the above percentage may be changed at any time, as it is expected to make it cover only its proportion of the necessary expense of making the collections.

SECRETARY—The management shall appoint a Secy., and fix his salary or compensation, whose duty it shall be to perform the active work of the adjustment of claims; keep complete records of all transactions and complete files of all correspondence and claim papers, and

perform such other duties as may from time to time be required by the Management.

ORIGINAL PAPERS—The Secretary shall retain in his files all original papers of value connected with any claim and surrender them to the Claimee only on settlement of claim, attaching duplicates to claim when he presents it and advising that he holds originals for surrender on adjustment.

PRESENTATION OF CLAIMS—The one who have necessary papers attached Secy. shall see that all claims showing in proper shape to warrant probable justice of the claim and he shall then prosecute it vigorously to the end, not only that proper claims shall be settled but the settlements shall be made promptly as other business settlements are.

FORMS—The Management shall prepare the necessary forms for the proper presentation of claims and furnish them to members on application.

CLAIMS—1. All claims for damage must have attached original paid freight bill, copy of invoice, affidavit showing condition and quality of grain at point of shipment and also at destination, also certificates of weight at both points, and original or duplicate bill of lading.

2. Claims for shortage must have attached original paid freight bill, Original or Duplicate Bill of Lading, and certificate of weight at point of shipment and destination, and copy of invoice.

3. Claims for overcharge in freight must have attached Original paid freight bill, Original or Duplicate Bill of Lading, and if overcharge is caused by weights being raised by Railroad Companies, there must be also a certificate of weight at destination. However, in case grain was not weighed at destination, then a copy of the invoice and statement to that effect may be substituted.

4. All claims should be accompanied by any correspondence or other papers that will serve to strengthen them or make them clearer.

CLAIMANTS—Any member may present for adjustment any fair claim whether arising from transportation of his shipments or from transactions with other members or non-members.

C. B. Jenkins moved its adoption and it was adopted without discussion.

Pres. Tingley called for a report from Mr. Jenkins, who outlined the work of the Middle Ohio Ass'n and the story told by Grant McMillen in his circular. I warned my members that if they were going to get out their knives they would have a killing about the middle of this month, but they came to the last meeting and every one is feeling good.

E. A. Grubbs: The Miami Valley Ass'n held a very well attended meeting at Dayton recently and within a few days over one-fourth of our dues, which are \$10 per year in advance, were paid. We have had some friction in our territory, but prospects are bright.

E. W. Seeds presented a resolution for the consideration of the Resolution Comite suggesting that track bidders bid for the grade of grain wanted not "3 or better."

E. H. Culver reported the changes made in the rules governing the grading of grain in Toledo, which are published elsewhere in this number.

Adjourned to 10 a. m. Friday.

Friday Morning Session.

Pres. Tingley called the meeting to order at 10:15 a. m. and asked for the report of the Comite on Resolutions.

C. B. Jenkins read the following resolutions, which were adopted:

Resolutions.

WHEREAS, It first becomes our painful duty to record the transfer from our membership by the hand of the Infinite our Brother John Nowland Wooliscroft of Cincinnati, O., and E. T. O'Hara of Lockbourne; and while we are deprived

of their presence in the flesh we are the legatees of an honorable and upright career left by them, which soothes the bitterness of the pangs left by the sting of Death.

Resolved, That we commend their honorable career, that this memorial be made a part of the records of this Ass'n, and copies be sent to the families of the deceased members.

PREFERENTIAL RATES.

RECOGNIZING the necessity of promoting a friendly spirit on the broad lines of "live and let live," we felicitate and commend the members of this Ass'n on the sowing of good seed in this organization for this purpose, and that it not only has been, but is now bearing good fruits in the friendly co-operation of its members, and that this organization has always been alive and in the fore-front of any movements to better not only our own shipping interests but the trade in general, therefore, be it

Resolved, We most earnestly commend the efforts of his Excellency, President Roosevelt, toward securing such legislation as will take away the burdens under which the shipping interests are now laboring, and compel the discontinuance of preferential rates, rebates and special privileges, and that we most earnestly urge the passage of the Esch-Townsend Bill or any similar measure giving power to the interstate commerce committee to take such action as the exigency of cases demand.

RESOLVED, further, that we most sincerely and earnestly tender our thanks to Mr. C. A. McCotter and to Professor Selby for their splendid addresses on the vital subjects of insurance and the increased production of grain respectively.

CLAIM BUREAU.

RESOLVED, That we find that the establishment of a claim bureau along the lines mapped out by the committee presenting the rules to govern same would be of great value to our membership, and we recommend that it be established but that its benefits extend only to our membership.

OHIO SHIPPERS ASS'N.

RESOLVED, That we commend the good work of the Ohio Shippers' Ass'n in its earnest efforts to benefit all lines of shipping and that we urge our membership to complete the authorized affiliation and give loyal support to same.

RESOLVED, That we commend the untiring efforts of our Pres., C. H. Tingley, and Sec., J. W. McCord, to maintain at the highest standard the merits of the Ohio Grain Dealers' Ass'n, during the year just passed, and that we tender them our sincere thanks for their zeal in the work. And be it further

Resolved, That we tender to our genial host, Mr. T. W. McCreary, our appreciation of his efforts to make our stay at Hotel Victory a most delightful one.

SHIPMENT FOR SPECIFIC GRADE.

In the interests of that great principle of "Fair Play" we heartily recommend the re-adoption of the following as a part of the resolution record of this convention:

WHEREAS, in sales of grain as a particular grade "or better," the shipper is at a material disadvantage, in that he must stand a discount when his shipments grade lower, and gets no premium to offset this when the grain grades higher, therefore,

Resolved, 1st, That we consider this jug handle method very unfair and unbusinesslike; 2nd, that we will insist that all contracts for shipments to grade markets be made for a specific grade with provision for the acceptance of higher or lower grades on contract at the current difference at time of arrival, and further, that we will favor with our business the firms making offers on such straight grade in preference to those using the "jug handle" proposition.

Mr. Jenkins spoke of the great benefits secured for shippers thru their inexpensive membership in the Ohio Shippers Ass'n. You ought to be glad to contribute \$1 per year to the Ass'n. It is recognized by the railroads and has done much to reduce the burdens encumbering the shippers.

H. L. Goemann: I think the part of Mr. Jenkins' report referring to the acceptance of lower grades at a discount and allowing no premium for the better grades is unjust to the Western buyer.

E. W. Seeds: In a measure Mr. Goemann is right. Still I believe the prevailing practice is jug-handled and not designed to encourage the careful preparation of grain for market or the rigid grading of grain purchased from growers. If I were to send bids from my office for Baltimore delivery and offer two cents higher for New York delivery I wud get no acceptances for New York delivery because our shippers know their oats will not grade in New York. The careful shippers shud not be taxed for the benefit of the careless ones.

Mr. Southworth said the Chief Grain Inspectors Ass'n had been trying to secure the adoption of uniform rules and uniform grading.

E. H. Culver told how the Inspectors Ass'ns was handicapped by the politically controlled inspection depts. and the progress made toward attaining uniform rules and grading.

D. W. McMillen: The shipper of No. 2 oats is then to receive no encouragement. The man with a cleaning eltr. has no advantage over the scooper.

J. S. Dewey: If the Chief Grain Inspectors have been five years trying without attaining any success in getting nearer to uniformity, it is high time some other steps were taken to secure the desired end.

E. Thierwechter: I receive all oats from farmers thru a cleaner and I ship all my oats thru a cleaner. I have not had a car of oats grade lower than No. 2 this year. I think bids shud be for specific grades and the shippers encouraged to put their grain in condition for shipment.

H. S. Grimes: If you have No. 2 oats I think you can wire to the bidder and get an offer on No. 2.

F. Tanner: We have specific bids for wheat. Why not have the bidders for oats make offers on what they want, instead of bidding for No. 3 or better oats? That wud be fairer to the shippers.

J. D. Shanahan: The matter lies entirely in your own hands. The Eastern bidders have the right to bid as they wish, but you do not have to accept them. I think the shipper should be encouraged to clean his grain for market and if he consults his business interests he will do so. If you prefer to sell No. 2 you can do so.

T. B. Marshall: I sold grain as No. 3 or better and by some error the inspection certificate came back to me showing that the grain graded No. 2 and commanded a premium, but I did not get it. I think we shud receive pay for what we ship.

H. L. Goemann: Those who ship to the New England markets have no use for natural oats. Bidders generally bid for what they want; what they need to supply their trade.

E. W. Seeds: The resolution is intended as a request to bidders who want to buy our grain. If they do not want to pay what grain is worth, we will go elsewhere to sell. I would like an expression of the shippers as to their views.

A large number stood up in favor of the resolution, while only three opposed it.

Pres. Tingley read a new state law governing the operation of steam boilers of 30 h. p. and up and requiring the employment of licensed engineers.

I believe we shud instruct our Legislative Comite to have the capacity of boilers raised from 30 h. p. to an amt. that will not require the operators of the small steam plants in grain elevators to take the technical examinations. The walking delegates and some meddlesome neighbors have made trouble for some eltr. men. Men who have operated a steam plant for 4 to 10 years in a country eltr. are surely competent to operate those plants altho they may be unable to take the rigid examination required by the state.

Frank Tanner: I believe it wud be well to have the law changed so as to permit the issuance of a license to the



Some of the Dealers Enjoyed the Bathing at Put-in-Bay.

operator of a small engine without his taking the same rigid examination required of the engineers for the larger plants.

J. L. Doering: In our district none of the engineers are required to take the examination. They simply pay \$2 per year and receive their license regardless of their ability. Those operating engines of smaller than 30 h. p. pay no fees.

H. S. Grimes: I think the law is a good one. We can not afford to entrust our property to incompetent engineers.

The matter was laid on the table.

E. W. Seeds: I move the appointment of a comite of three to take up the matter of bidding for specific grades with the different exchanges. Carried.

Pres. Tingley: At our last meeting it was suggested that the Ass'n take steps to secure the improvement of our state crop reports. We took up the matter with Sec'y Miller and found that the personnel of his corps of crop reporters was of a very high standard. However, he is willing to act on any suggestions we may give him.

H. S. Grimes: Having been a member of the Ohio State Brd. of Agri. for eleven years, I am convinced the present reports and the system are very lame. John Jones, farmer, gives his services free for an entire year or gets two tickets to the state fair. Most of them are growers and if they have much grain to sell, they are bullish in their reports. The state crop bureau is the state agent of the U. S. Dept. of Agri., which accounts for the two reports agreeing. The reports can be greatly improved. I move that our Sec'y collect crop reports from members and compare the results of his investigations with Mr. Miller, that the reports may be improved if possible.

J. B. Miller: I believe the rural free delivery mail carriers could assist in the collection of crop reports and do it without prejudice.

The motion was carried.

Mr. Goemann, of the Toledo Reception Comite, and Mr. Grimes, Director of the Nat'l. Hay Ass'n, invited the grain dealers to attend the annual meeting of the National Hay Ass'n in Toledo July 18-20.

Geo. D. Woodman read a paper on the Relation of the Shipper to the Receiver, from which we take the following:

Relation of Shipper to Receiver.

The relation of shipper to receiver is, it seems to me one of mutual dependence, and therefore to maintain the very best relations between us, is an object worthy of our best efforts at all times. The shipper must in some manner dispose of his grain while the receiver, who has gone to a great deal of labor and expense to establish a business either local or foreign, is dependent upon the shipper to keep his business going, therefore in order to secure and retain his relation with the shipper the receiver must not only be fair but liberal with each shipper who deals with him. On the other hand it becomes clear that shippers must also act fairly and liberally or they will be let alone by the better class of receivers. The shipper naturally desires full market prices, accurate weights, prompt returns, and reasonable inspection service and it is to the receiver's true interest to work along this same line.

H. S. Heffner, of the Comite on Nominations, reported the following nominees: Pres. T. B. Marshall, Sidney; Vice-Pres., J. E. Murbach, Elyria; Secy-Treas., J. W. McCord. For members of the Governing Board at Large: H. S. Grimes, Portsmouth; R. G. Calvert, Selma; Frank Diver, Middletown.

Upon motion of J. S. Dewey, the Sec'y was instructed to cast the ballot of the convention for the nominees, which he did.

Mr. Marshall took the chair and thanked the members for the honor conferred.

Mr. McCord thanked the members and asked for their hearty cooperation.

Mr. Tingley commended Mr. McCord for his earnest work for the ass'n and his willingness to sacrifice himself and his own interests to the benefit of the ass'n.

H. L. Goemann addressed the meeting in behalf of the Nat'l Ass'n and asked the united support of all for its maintenance.

Sec'y McCord insisted that the Nat'l Ass'n must be kept alive.

An invitation to hold the 1906 meeting of the ass'n in Hotel Victory was referred to the Governing Board.

C. B. Jenkins, in behalf of the Middle Ohio Division, asked for the cup, but it was awarded to the N-W. O. Grain Dirs. & Millers Ass'n and the Booby prize was awarded the Miami Valley & W. O. Ass'n.

Adjourned to meet in Columbus in October.

Convention Notes.

The three crows are dead.

Fred Mayer supplied all with red tags.

Emory Kirwan did the honors for Baltimore.

From Cleveland were Fred Abel and H. M. Strauss.

The joint meeting failed to hold enuf for a session.

Ain't you glad you're not a coal man—all night long.

The slot machine found a bountiful supply of easy marks.

Calkins was the only grain dealer rash enuf to visit jiggers hill.

The bathing was enjoyed by a large number of warm-blooded spirits.

A very successful meeting, but—too short. Too much of a hurry to get away.

Buffalo was represented by Chief Inspector J. D. Shanahan and F. G. Winter.

Clutter was very sad. He cud not find his old summer girl and no trace of her save on the menu.

The Bowlus Automatic Scale Co., of Springfield, exhibited a working model of its weighing machine.

The old men who went to the Casino returned early. The competition for the one girl left was discouraging.

Chicago firms represented were Rosenbaum Bros., by Geo. D. Woodman, and The Albert Dickinson Co., by H. J. Boyd.

The Columbus delegation included M. S. Donnelly, J. W. McCord, of McCord & Kelley; R. F. Miller; E. W. Seeds, of Seeds Grain Co.; H. C. Tingley.

Two fire insurance men, C. A. McCotter, Secy. of the Grain Dirs. Natl. Mut. Fire Ins. Co., and C. O. Peters, inspector for the Ohio Grn. Dirs. Mut. Fire Ins. Ass'n.

A special menu with a striking conception of the grain and coal men for a front cover illustration was carried away as a souvenir.

Railroad men were numerous: E. L. Abbett, rep. the L. S.-L. V. Route; H. E. DuBois, the Interstate Despatch, and A. L. Gilmore, the Traders Despatch.

Thru the courtesy of O. P. Rank, mgr. of sales of M. A. Hanna & Co., champagne, punch and fruit were served to all on the veranda during the evening concert.

Among the machinery men in attendance were A. S. Garman, rep. Huntley Mfg. Co.; B. D. Heck, of The Philip Smith Co.; M. D. Varney, with Fairbanks-Morse Co., and J. A. Young.

The United States Telephone Co. was represented by C. L. Braucher and Raymond Dynes, who tendered the visitors the free use of their telephone lines to communicate with home.

Pittsburgh's delegation included W. W. Beatty, rep. R. S. McCague; Philip Geidel, of Geidel & Dickson; J. A. A. Geidel, of D. G. Stewart & Geidel; A. Lawton, Jr., of H. G. Morgan & Co.; Robt. Thorne, of Keil & Thorne.

Souvenirs were supplied in the form of vest pocket note books by Mr. Woodman, rep. Rosenbaum Brothers, and a pocket mirror by F. H. Tanner, of the Hicks-Brown Milling Co.

Among the ladies in attendance were Mesdames Abel, Beatty, Dunlap, Garman, Herr, F. A. Jenkins, McCue, Mayer, Peters, Seymour, Teegarden, Turner, Watson and Misses Cuddeback, Goemann, Mayer, Watson.

Toledo was represented by J. W. Coup, rep. W. A. Rundell & Co.; Harry Cuddeback, of John Wickenhiser & Co.; E. H. Culver, Chief Grn. Inspector; W. W. Cummings, rep. J. J. Coon; H. L. Goemann, of the Goemann Grain Co.; A. Guiteau, rep. W. H. Morehouse & Co.; Fred Mayer, of J. F. Zahm & Co.; E. L. Southworth.

THE THREE BLACK CROWS.

[A hair-raising ditty written especially for the Indians by C. W. Poyssell of Cincinnati and sung all night by the coal men.] There were three black crows sat on a tree,

A tree, a tree.

There were three crows sat on a tree, And they were as happy as happy could be, and

They all flapped their wings and cried: Caw, C-a-w; C-a-w.

Among Ohio shippers in attendance were M. J. Baker, Monroeville; C. O. Barnhouse, Agosta; T. W. Baum, Duval; G. M. Benfer, Clyde; Alex. Brewer, Ada; J. S. Calkins, Jewell; R. G. Calvert, Selma; A. E. Clutter, Lima; E. G. Craun and A. A. Cunningham, Tiffin; J. S. Dewey, Blanchester; S. E. DeWolfe, Marion; J. L. Doering, Antwerp; R. Dunlap, Alger; W. B. Gramlich, Kenton; H. S. Grimes, Portsmouth; J. L. Heath, Herring; A. F. Herr, Groveport; H. S. Heffner, Circleville; F. C. Hornung, Gibsonburg; N. H. Hunter, Buckeye City; C. B. Jenkins, Marion; F. A. Jenkins, Norwalk; C. C. Kerr, McClure; W. T. S. Kile, Kileville; A. Lanehart, Butler; W. C. Long, Convoy; T. B. Marshall, Sidney; J. B. Miller, Richmond; J. H. Motz, Brice; Ed McCue, Arcanum; D. W. McMillen, Grover Hill; J. W. McMillen, Van Wert; H. S. Nelson, Mansfield; C. H. Pfaffenbach, Elmore; C. Rhonemus, Reesville; S. L. Rice, Metamora; H. W. Robinson, Green Springs; J. B. Seymour, Kenton; J. M. Smith, Bucyrus; L. J. Smith, Marion; W. S. Snyder, Sidney; W. R. Tabbert; F. H. & W. P. Tanner, Mansfield; G. P. Teegarden, Ashville; E. Thierwechter, Oak Harbor; B. F. Turner, Avery; R. H. Watson, Old Fort; H. J. Weaver, Galion; G. M. White, North Robinson; C. C. Wolfe, Lindsey.

Ceylon Agriculture.

BY E. A. WETMORE.

Ceylon, near the southern extremity of India, is one of the most beautiful as well as the most luxuriant islands in the world, but there is not a great deal to say about the grain products of this island. Altho the Singhalese follow agriculture more than any other occupation, it is more in the growing of spices, tea, coffee and rice than in what they call "dry grains," as distinguished from rice which is grown in water.

Their implements are rude, made mostly of wood, but where there is plenty of rain the climate of perpetual warmth insures a good crop. The farms near the coast are visited regularly every day by a warm rain, but the less fortunate farmer in the interior complains of the lack of moisture, and consequently arises the necessity for irrigation. The many artificial lakes and reservoirs are made with great skill, and feed the fields thru small canals.

Rice is by far the most important product of Ceylon, and is cultivated far more extensively than any other food. It is the staple of the people and is exported to some extent.

Sand sufficiently vegetable for the culture of rice may be seen at all elevations in the hill districts. The seventy-five miles from Colombo, the principal port of Ceylon, to Kandy, is a highly cultivated stretch of country. Looking from the train it will be seen that every valley and plain capable of tillage is made to yield its crop, and on the sides of the hills terraces are cut on which are seen waving patches of green rice, watered by mountain streams, which are ingeniously diverted to water the rice, as well as the tracts of land below.

Next to rice, the most important agricultural industry is the growing of the cinnamon plant. It grows admirably in the eastern and southern portions where the soil is sandy. In driving near a cinnamon plantation, the odor of this spice may be readily detected.

Many other spices are found in Ceylon, many familiar ones as well as some little known in this country. Nutmeg when ready for picking, is about the size

of a peach, and the thick shell resembles the outer one of a hickory nut. The cocoa berry from which chocolate is made is found to some extent. Cloves and the medicine cocaine frequently grow side by side. Bread fruit (it is sometimes called Jack fruit) is used both as a vegetable and a dessert. In the latter instance it is boiled and mixed with grated cocoanut, and the result is an indigestible but extremely popular pudding.

In the whole of the northern extremity of this island, the land consists of a sandy admixture, but, strange to say, it is very fertile, and grain, tobacco, cotton and vegetables are raised. The tribe inhabiting this section of Ceylon is known as the Tamil. They spare no pains in irrigating and manuring their lands. Their thriftiness is far superior to that of those of the mainland.

A little corn, kollu and millet are about the only dry grains I recall as products of Ceylon. Elephants are utilized to some extent on farms, but oxen are found more often. Tho small they are hardy and capable of drawing heavy loads. The buffalo is in use mostly in the interior and is employed plowing rice fields and treading out corn. These animals live on coarse grass.

Coffee is raised only on the sides and bases of mountain ranges, and has now been pronounced by many experts more profitable than the cultivation of tea. Little real Ceylon tea is exported, as the domestic demand is almost as large as the crop.

Tobacco is grown in some parts extensively and is prized by the natives who are devoted smokers. The cocoanut palm flourishes in much luxuriance along the coast.

Farmers living in the vicinity of the coast as a rule maintain small sailing vessels, to transport their products to the best market. The railroads are few and

operated by the government. The cars are small, resembling those of India, and carry grain only in sacks. Canals are little used for marketing goods tho are essential to the livelihood of some districts.

As to the use of corncocks in the manufacture of maple sugar, it should be explained that the cobs are used merely to furnish the unmistakable and genuine maple flavor.—*Tribune*.

When a man nods wisely and talks about how he sowed his wild oats when he was young, you may set it down that he was merely one of these theoretical farmers.

Anyone wanting to know about the crops near Podunk should communicate with Hank Smith's old sorrel horse. His nag wanders into every field, garden and truck patch in the community.

A bag of grain which Harry Loomis was carrying saved his life recently when the boiler of the flour mill at Lone Rock, Wis., exploded, hurling a piece of steel in his direction.

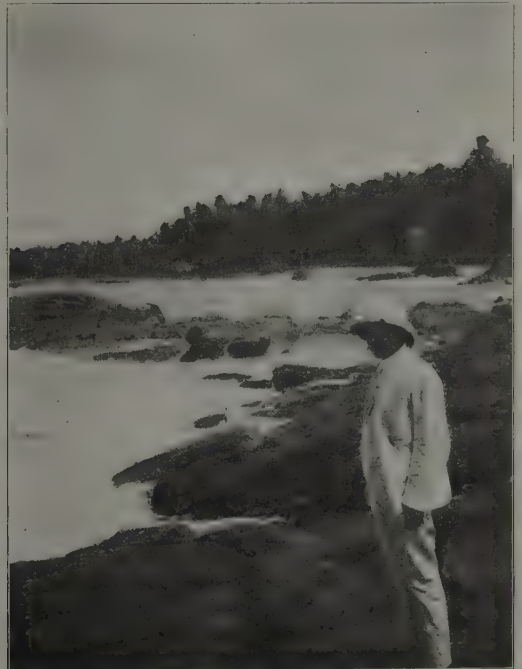
Carnegie was the first of the iron-masters to buy his materials on scientific tests. He became rich. A milling company of Indiana is one of the first to buy wheat on the scientific milling test. It pays.

The farmer's son drove up to the grain dealer and submitted a handful of wheat. The grain man studied the grain closely, and then asked the lad: "How much has your father got of this?" "He ain't got no more like it," the boy innocently answered. "He's been all mornin' pickin' that out." Honest lad.

Wm. Mason, who was for over half a century in the grain trade of Liverpool, Eng., died recently, aged 85. He was the pioneer in the business of cleaning grain.



Farmers' Huts on Public Highway near Kandia, Ceylon.



On the Shore at Mt. Lavina, Ceylon.

Liability of Common Carriers For Delay.

BY C. B. HIRTZEL.

The law discountenances negligence and want of care in common carriers, who are required to transport goods and merchandise for the public carefully, safely and expeditiously.—*Supreme Court of Louisiana in Lewis & O'Neil v. Ship Success, 18 La. Ann., p. 9.*

When no express contract has been entered into between the shipper and the carrier an implied contract arises for the transport and delivery of the goods within a reasonable time.—*Chi., etc., R. Co. v. Thrapp, 5 Ill. App. 502; Rankin v. Pac. R. Co. 55 Mo. 167.*

It is as much the absolute duty of the carrier to carry and deliver with reasonable promptness as it is to receive and carry. What constitutes reasonable time in a given case depends upon the circumstances as the character of the goods, the route, the contract, the representations of the shipper, etc. The following recent decisions show the application of the rule to the particular state of facts in the cases.

In the case of the *Georgia, S. & T. Ry. Co. v. Marchman* (48 S. E. Reporter, 960), in the Supreme court of Georgia, the railway company had contracted with the plaintiff to furnish cars on the day following at a milepost which was a shipping point on the line of its railway, so that he could load and ship 82,600 lbs. of cotton seed. Plaintiff commenced to carry the seed to the point agreed upon, and finding that no cars were there notified the company that he had commenced to deliver and that the cars were not there. Thereupon the company instructed him to continue to deliver the seed, again promising to furnish the cars. Plaintiff then carried the seed to the shipping point, and placed it at the best and most convenient place, and notified the defendant that the seed had been carried to the point and that it was necessary that cars be furnished. Defendant again promised to furnish them, but failed to furnish any until February 4, 1902, at which time it furnished one car, and the other was not sent until February 13th. The contract was made on January 29, 1902, for the cars for the following day. These cars were promptly loaded with the seed, but by reason of the failure to promptly furnish the cars the seed was exposed to the elements and weather, and was injured and damaged, and the manufacturing company refused to receive it.

The company attempted to make the defense that it was not bound to receive freight at the point named, it not being a station, but the evidence showing that the company was accustomed to receive freight on a spur track at that point the court held it was bound to furnish the cars there, and also that it had bound itself by its express contract to do so.

Another defense relied on was that its train master had no authority to make a contract of affreightment. On the trial the master of trains testified that while he had not this authority he did have authority to make contracts for the placing of cars along the line for the reception of freight, and the court said that when he agreed with the plaintiff to place the cars on the spur track he agreed in behalf of the company.

Bibb Broom Corn Co. v. Atchison, T. & St. Fe Ry. Co. (102 N. W. Rep. 709), Supreme Court of Minnesota. Feb. 24, 1905.

On or about May 12, 1903, plaintiff delivered to defendant at Stafford, Kan., a car load of broom corn to be transported to Minneapolis, by way of Kansas City, the terminus of defendant's line, where it was to forward the car over the Chicago, Great Western Road. The car reached the freight yard of defendant at Kansas City on May 23d, but defendant wholly failed and neglected to send it forward or notify the C. G. W. Co. of its arrival, though there was evidence tending to show that immediately after its arrival it sent its messenger to communicate the fact to that company and that it was to be forwarded over its line, but through carelessness the messenger notified the Missouri Pacific company instead. In consequence the car remained in the yards of defendant until it was submerged by water in the great flood occurring during the last days of May and the first days of June at Kansas City, and the corn was substantially destroyed. After the flood had receded, defendant, having first offered to forward the car to Minneapolis and plaintiff having refused to accept the corn in its damaged condition, caused the same to be sold, and tendered plaintiff the proceeds, less freight charges. Plaintiff brought the action to recover the value of the corn, alleging that it was damaged while in the possession of defendant through its negligence and carelessness.

For defense the railway company alleged that the damage was caused by the act of God, the flood being not such an occurrence as could have been foreseen or anticipated, and argued that notwithstanding there might have been negligent delay in forwarding the car from Kansas City to Minneapolis, but for which the corn would not have been damaged, yet the damage resulted proximately from the flood, an act of God.

The court said the question presented was whether a common carrier is liable to the owner of goods delivered to it for transportation which are damaged or destroyed by an act of God while in its possession, in consequence of a negligent delay in forwarding them, whether the act of God could reasonably have been anticipated or not.

The general rule is that if the damage is caused by the concurrent force of defendant's neglect and some other cause for which he is not responsible, including an act of God, he is nevertheless liable if his negligence is one of the proximate causes of the injury, even though under the particular circumstances he was not bound to anticipate the interference of the intervening force which concurred with his own.

Some courts holding the act of God to be the approximate cause of injury while others hold it must be the sole cause to excuse the carrier.

The court applied the general rule to the case saying: "It is the duty of a common carrier to whom goods are delivered for transportation promptly and without unreasonable delay to forward them to their destination, and such was defendant's duty in the case at bar. * * * Every reason in equity and justice relieves a carrier from the performance of his contract and from liability for injuries to property in his custody for transportation, resulting exclusively from an act of God, or other inevitable accident or cause over which he has no control and could not reasonably anticipate and guard against. But these reasons of that nature lose their force and persuasive powers when applied to a car-

rier who violates his contract, and by his unreasonable delay and procrastination is overtaken by an overpowering cause, even though of a nature not reasonably to be anticipated or foreseen. If but for his negligence the loss would not have occurred no sound reason will excuse him, and he should not be relieved by an application of the abstract principles of the law of proximate cause. No wrongdoer should be allowed to apportion or qualify his own wrong."

The decision in *Chicago, I. & L. Ry. Co. v. Reyman* (73 N. E. Rep. 587), a case in the Supreme Court of Indiana, decided February 23, 1905, shows the rule in its strictness.

Here the company furnished to appellee and another shipper a refrigerator car for shipping peaches and apples to a commission firm in Chicago. The car was to leave Friday night and would be due in Chicago Sunday a. m. at 3:40. When the car was loaded it was still cool and contained some ice left from its outward trip. The shippers put in between 600 and 700 lbs. more ice, enough, as they testified, to keep the car cool until it should reach Chicago some time on Sunday. They did not ask for the schedule time. The car arrived at the Chicago yards, near 48th and 49th Sts., at 4 a. m. on Sunday, where the train was left by the regular crew for distribution by the switching crew. From that time until about 8:30 Monday morning there was an hiatus in the evidence. At that time it was on a teaming track, and the consignee's driver was on hand to unload the fruit. On opening the car he found the fruit seriously injured from the heat.

The company was held negligent in not preventing the injury to the fruit.

The fact that the shippers had themselves undertaken to ice the car did give the carrier the right to assume that they had furnished enough ice to keep the car cool until delivery in the ordinary course of business, but on the other hand, the nature of the service, and other attending circumstances, gave rise to the implication that the carrier would exercise care if actual delivery should be delayed beyond the usual time, not to permit the reported in this column June 28, were fruit to be spoiled by the heat.

In *Alabama & V. R. Co. v. Pounder* (35 So. Rep. 155), decided June 2, 1903, the Supreme Court of Miss. held the carrier "negligent in not notifying one well known to it to be the agent and representative of the consignee, and who daily called and asked for a car containing ties consigned to the consignee, that a car of ties was there. And it was so held even though the agent called for a car of a certain number while the freight had been transferred to a car of another number, and also, the carrier had notified by mail the consignee himself of the arrival of the freight."

In *Loeb v. Wabash Ry. Co.* (85 S. W. Rep. 118), Kansas City Court of Appeals, brought to recover damages resulting from defendant's failure to carry and deliver in proper season a car load of clover seed shipped over its road from Columbia, Mo., to Toledo, O., the car arrived at the point of consignment in due time but was kept on the side track in defendant's yard for about 25 days before it was unloaded and delivered at the station. During the time of delay—that is, between the time of the arrival of the car and the unloading and delivery—the market price of the seed at the place of consignment declined so that the plaintiff suffered a loss in the sale of the same.

The court in this case said that the contract of the defendant was not complied with by merely setting the car of seed on a side track in its yards at the station where consigned. Its obligation continued until there was a delivery or an offer where such commodities were customarily unloaded and delivered.

The rule of damages recoverable for the delay for which the carrier is responsible is the difference between the value of the freight at the time and place it should have been delivered and its value when the delivery is made with interest, after deducting the amount due for freight charges. And this is the rule whether the lessened value is the result of a fall in prices or from physical injury caused by the delay.—American and English Railroad Cases, New Series, p. 484.

Books Received

MISSOURI State Board of Agri., 37th Annual Report, is a cloth-bound volume of 400 pages, containing abstracts of addresses delivered before the corn growers assn., the stock breeders and dairy assns., with complete statistics of the crops in the different counties. The report shows careful work by the Secy. of the Board, Geo. B. Ellis, Columbia, Mo.

CHICAGO BOARD OF TRADE'S 47th Annual Report, for 1904, contains a vast variety of data, not only showing the business transacted in the Chicago market, but also presenting in comprehensive form the extent of the grain crops of the United States, the proportion of the crops marketed, and the rates of transportation. The work of the Board's transportation, weighing, grain sampling, seed inspection and legal departments is reviewed, showing the affairs of the Board to be in very satisfactory condition. The rules of the grain inspection department, rules of the Board and a list of its members are given. Tabulated statistics are shown embracing the receipts and shipments of all commodities and the daily current prices for the leading speculative articles. Compiled by Geo. F. Stone, Secy.; 400 pages.

On July 4th we celebrate the beginning of the movement of the winter wheat crop.

King Victor Emmanuel has placed at the disposal of the International Agricultural Institute the revenues of an estate valued at \$2,000,000.

Crop experts will no doubt be able to furnish wealthy speculators with samples of rusted wheat by inoculating the grain with spores from a barberry bush.

Germany's tariff on cereal imports from the United States will be more than doubled next year, unless the respective governments make a treaty of reciprocity. The new duty on wheat will be 48 cents per bu. It is believed that nothing will be done to avert the disaster to our export grain trade, since Germany now has a most favored nation clause with Russia, the world's greatest grain producer. The Germans, too, feel that the concessions should come from the United States, since in 1904 the United States exported \$214,780,000 worth of goods to Germany, while the latter sold only \$109,188,000 to the United States. It is indeed fortunate for the American farmer that our home market has been developed to absorb nearly our entire crop.

Track Scales vs. Hopper Scales.

[From a paper by H. A. Foss, Board of Trade Weighmaster at Chicago.]

At the 1904 meeting of the Iowa Ass'n I was asked if I considered track scale weighing as reliable as hopper scale weighing. Since then there have been introduced in the legislatures of two states bills to compel the weighing of all grain on railroad track scales. For this reason I wish to make a few remarks on the relative merits of track and hopper scales.

First: The track scale requires a more substantial foundation and is more likely to get out of order and produce bad results than in the case of the hopper scale.

Second: The life of the track scale on account of location is comparatively shorter than that of the hopper scale.

Third: The track scale is built on the lever principle. The hopper scale is built much more simply on the same principle with only about one-third the multiplication of levers found in the track scale.

Fourth: When a track scale is out of order, the amount of error is almost sure to be many times greater than on a hopper scale that is out of order, for the same cause.

Fifth: On the other hand, the track scale is located out in the open where the car being weighed is in plain sight. The hopper scale is in a building, a location which might give opportunity to divert grain before reaching the scale.

The framers of the proposed track scale legislation contend that track scales should be used for grain weighing for the reason that the dishonest man has more opportunity to defeat justice in weights with the use of hopper scales. In this there is room for honest differences of opinion. I am sure that a disinterested party, in investigating the matter, would find opportunity for the dishonest grain man with the use of either scale, where there is not a thorough and honest supervision of weights, but with such supervision, he would find that the dishonest grain man would have difficulty in practicing questionable methods on either scale. Of course, elevators can be so constructed and hopper scales so located as to permit of diverting grain before weighing, but it is the business of an up-to-date weighmaster to condemn and change conditions conducive to shortage, even though he felt sure that the operators of such elevators were honest and conscientious men.

In view, then, of the fact that without proper supervision, dishonesty can be practiced with the use of either scale, the choice of scales is simply a question as to which scale is more reliable as a weighing machine. The answer depends largely on conditions. If either a track or hopper scale is properly constructed, properly installed and properly protected from moisture and climatic changes, there should be no trouble in arriving at correct weights, but, comparing the locations of the average track and hopper scales, the latter has much the better of the argument. Were I to choose between a poorly installed hopper scale and a poorly installed track scale, I would certainly give the former the preference on the ground that the number of errors and the amount of such errors would be far less in the case of the hopper scale.

Plainly, then, either scale may be used dishonestly and either scale properly installed and supervised will give correct results.

Therefore, the legislators have a poor case and the proposed legislation would be unjust; moreover, since it is based on a misapprehension of the facts, the courts would doubtless find cause to declare it unconstitutional.

James Archer, Retired.

Few grain men have a record of 35 years in the grain business at one station, but James Archer, who retired from the grain business at Cherokee, Ia., July 1, to be succeeded by his son, Elmo S. Archer, has been engaged in the same



Jas. Archer, Cherokee, Ia.

business at the same station since 1870. He had two years' experience in the business previous to that time at Waverly, Ia.

When he started in the business the freight to Chicago was 30c a hundred, and the largest car would hold only 30,000 lbs.

Mr. Archer has made money in the business, but as he puts it, "I never speculated in options. I always consigned my grain, and made money every season." Those who know of his close application to business agree that he has earned a rest from the fretful cares of the grain trade.

Brokers who advise customers to buy wheat on a "break" will confer a favor on patrons by stating whether the proper decline to buy on is to be ½ cent, 2 cents, 5 or 10 cents.

Great stress is being laid upon the argument that spring work prevents the farmers delivering corn just now, but there will be a rush of it later on. Do not take stock in this; it is heard every year, and it is "hogwash" just the same. The truth is that the farmer is not satisfied with the price in Chicago; it is better at home; besides it is clear that he has not the corn to make him an anxious seller. Weeks ago it was higher than now by two or three cents. No one ever saw the spring in Chicago that corn was plenty and the price good that a great quantity did not come forward during the busiest farm work. The fact is there is no surplus, and it will take a better price to bring corn out. I do not expect in the absence of accidents to see any very excited corn market, but it will be a thing that has not occurred in several years for the May future to have a range of less than ten cents a bushel. I advise buying July corn on the recessions without waiting too long.—E. W. Wagner.

Meeting of Indiana Dealers at Ft. Wayne.

A meeting of the N-E. Ind. Grain Dealers Assn. was held at Ft. Wayne July 6th. The business session was called to order by Pres. Wasmuth at 4:30 p. m., in the band stand of Robison Park, seven miles from town.

Some of the dealers spoke regarding local competition and the handling of the new crop.

Upon motion of E. L. Carroll the following motion was adopted: That it is the sense of this meeting that no member of this assn., or regular dealer, shall sell to a track buyer or receiver who buys or receives from a scoop shoveler or farmer in this territory.

Pres. Wasmuth: We have been offered the use of the rooms of the Commercial Club of Ft. Wayne to hold our meetings in the future. The only expense will be a small fee for janitor services. We believe this will be much better than to continue to use the hotel parlors.

T. A. Doan moved that the offer be accepted, and the motion carried.

The meeting adjourned to meet in two weeks.

The Evening.

After adjournment supper was served in the pavilion, and after a hearty repast, followed with cigars, E. M. Wasmuth announced that the last car for the city would be held until 11:15 for the benefit of those who desired to attend the show.

J. M. Brafford read the following paper:

The State Association.

The State Ass'n was the outgrowth of a number of local ass'ns, which were organized over the State some five or six years ago, and it was found that there was need of a central organization which could keep in touch with all of the local ass'ns; adjust friction between them and also whatever differences might come up between dealers. It afforded an agency through which dealers and receivers could adjust their several differences without recourse to the courts and it surely has been a great help along that line. It enables the dealers to be called together twice a year in Indianapolis in state convention; talk over their several interests, get acquainted with one another, consult as to which are the best terminal markets to ship to, the grades in the different markets, and the prices paid for grain at those markets.

The State Ass'n is like a State Government and the local ass'ns bear the same relation to the State Ass'n that the counties bear to the State Government. One could not exist without the other. The State Ass'n is especially felt in the terminal markets. A state as large as Indiana, acting intelligently as a whole, is able to have more influence with the terminal markets than it would be possible for the local associations acting singly.

We very much desire that every grain merchant in the State who is regularly engaged in grain shipping and has facilities for the same should become a member of the State Ass'n. Of course we wish all of them to be members of the local ass'ns.

The Indiana Grain Dealers Ass'n is not arrayed against the farmers and we believe that the farmers do not so consider us at this time, whatever may have been their opinion when we were first organized. There was a time fifteen or twenty years ago, (the speaker has been in the grain business for fifteen years) when the grain dealers' credit was considerably below par. Then the farmer did not care to leave a load of grain with a dealer over night without having obtained a check for it. You can remember that there was failure after failure among grain dealers who had over-bid

the market and fought adjacent dealers, until they had ruined themselves and then trying to recoupe themselves by speculation, made bad failures of it. In the end the farmer was usually the man who suffered the most. I remember a number of failures through the central part of the State, and some in your part of the country, where the farmers made bad losses on stored grain. How many failures have you heard of last year in which the farmers suffered?

I believe they wish us to have a reasonable margin on what we handle. You cannot fool them, they are as well posted as the grain dealers. They have all the markets over telephone and through their daily papers and if you are paying more than the market will justify, they know it as well as you do. The same holds good if you pay less and I believe that the generally intelligent farmer would prefer to sell his grain to a man who is making a living profit. You ask any farmer who owns, say 160 acres of land and if he has average crops, he will tell you, that he makes a comfortable competency every year out of the same. Now, he surely expects you to make as much out of your elevator, when you have equally as much invested as he.

We are at war with the scoop-shoveler. We feel that if we keep our houses open 360 days or more out of the year (and lots of days there will be no receipts and no chance to make a profit on which to pay our labor) that we are entitled, when harvest comes, to reap the reward for our patience and on our investment. It is unfair for a man to take a scoop shovel and in a few hundred dollars and utterly demoralize the grain trade throughout the whole locality in which he operates.

We ask receivers to patronize regular dealers—Now, by regular dealer, I do not mean a man who belongs to a grain association. We have never taken that position in Indiana. I mean any man or company who has an elevator and facilities for handling grain.

E. L. Carroll spoke as follows:

Put Grain in Marketable Condition.

E. L. Carroll: I wish to impress upon the members the necessity for taking more care in the preparation of their grain for market. You go on to the floor of any Exchange with two lots of the same grade you will find every one wanting the grain that is in good shape. If the grain is dirty everyone is inclined to let it alone. I had 2 cars of oats come in from Illinois and very dirty with chaff. I sold one of those cars which graded according to sample at 3c discount. The other car I was unable to get any bid on. I did not know what to do with it, so I took the trouble to go and see the car and took the elevator supt. with me and said to him: "How will it do to clean that car?" He said, "I don't think it will lose much."

I said, "Take that grain and run it over an aspirator and I think if the light stuff is taken out it will help it some."

We had that grain run over an aspirator and it lost between 11 and 12 bushels. There was something like 1700 bushels in the car and 3x1700 is \$51.00. So you can see the difference in those two cars. I took a sample to the inspector, and he graded it No. 2, which was $\frac{1}{2}$ c premium.

You have corn come in in the same condition. You might have model corn and find a great deal of meal or pease or foreign matter in it. We have a great deal of that kind of corn come to market, and you are the loser. Without any ifs or ands about it, you must pay more attention to putting your grain in condition. I will be plain to you this far. Nothing grades going in and everything grades going out.

There is no trouble in finding a market for good quality of stuff, but it is difficult to find a market for the off grade stuff, especially if the market is full. Being in the terminal market as I was this winter convinced me we must take more care and have our stuff in good shape.

Pres. Wasmuth: Mr. Sale was on the program for a talk on "Holding Grain for Higher Prices" but will talk to us on "Insurance" instead.

Mr. J. W. Sale said:

Mutual Insurance.

J. W. Sale: You are more or less familiar with the Grain Dealers Nat'l Ins. Co., but there are some things you are liable to forget, and I want to call your attention to a few of them. Because of the fact that there are two mutual insurance companies now in trouble in the state, I think it is well to let you know something about the Grain Dealers Nat'l.

First of all there is no similarity between the manufacturers and merchants mutual and the Grain Dealers Mutual. It was organized under a North Dakota law and has not many safeguards and yet the policy holders are perfectly safe in that company, but the Lord pity the stockholders.

The Grain Dealers Nat'l has what we believe to be the best methods that could be adopted. Its growth has been phenomenal. Its record is the best of any mutual in the country and it is as sound as any stock company.

It is mutual in its character. The plan of insurance is this: You make application for insurance on an elevator and take it for a 5 yr. term, giving a premium note for the amount of the premiums for 5 yrs. You pay at the same time a cash premium equal to 1-10 of the 5 yr. premium. This policy has paid \$107.94 running 2 yrs. The old line rate would have been \$150, so that is a saving of \$42.06 on a \$2,000 policy. The insurance is taken practically on the same basis as the old line companies take it. We make our own rates of course, which usually brings it to about the old line rate, but in 2 yrs. our experience has been that the net cost to the policy holder is about 60 per cent of the regular old line rate. So you will save by patronizing this mutual company, of which you are a part as soon as you take a policy, 40 per cent of the annual rate as made by the old line company, but in addition to that you are bringing the old line companies to their senses very rapidly.

When we commenced business there was less than 10 per cent of the companies would take an elevator risk. But now they will take any old elevator. They have also changed their rate about 25 to 40 per cent and the Grain Dealers Mutual is responsible for that reduction.

There are several reasons why we can insure property cheaper than the old line companies. First of all we don't have any high salaried officials. The only high salaried man is our secretary, and he is worth more than he gets. I believe he is the best elevator insurance man in the country.

We never take a risk until it is inspected. Our men inspect the houses every 6 months. They inspect the houses from top to bottom and if the risk is not good they do not take it.

In addition we have a scheme of self-inspection by which you designate an employee in your elevator to act as inspector for you. The company sends to him once a month a series of questions in reference to the condition of the house and a number of other pertinent questions. He answers these, and if conditions are not right we call it to the attention of the employer. At the end of 6 months we allow you a reduction of 5 per cent from your premium. The next 6 months we intend to increase this to 10 per cent.

C. S. Bash had a talk ready on the railroad question, but further oratory was prohibited by the loud tooting of the pipe organ.

The dealers betook themselves to the show, including the Berne delegation, where a block of seats had been reserved.

Those in attendance at the meeting were: A. N. Acker, Pleasant Mills; G. L. Arnold, Bluffton; F. P. Anthony, Markle; H. Arnold, Bluffton; C. E. Bash, Huntington; D. A. Baker, Butler; C. A. and H. W. Beatty, Ossian; C. S. Bash, Ft. Wayne; J. M. Brafford, Indianapolis; J. M. Carmer, Auburn; E. L. Carroll, Decatur; R. L. Crowell, Raber; C. F. Davison, Bluffton; T. A. and W. M. Doan, Ossian; J. Dudley, Wren; W. A. Dull, Wiltshire, O.; C. G. Egly, Berne; W. A. Elward, Wabash; L. M. Fishbaugh, Bippus; M. Kraus, Columbia City; O. O. Newhard, Uniondale; J.

Niblink, Decatur; T. P. Riddle and C. S. Ridenour, Ft. Wayne; H. Rowe, Ossian; J. W. Sale, Bluffton; N. W. Van Arsdul, Roanoke; A. Van Camp, Decatur; Mr. Vosburgh, Warren; E. M. Wasmuth, Roanoke; H. R. Wasmuth, Andrews.

N. A. Grabill, elevator builder, was in attendance.

J. T. Fletcher.

One of the successful line company agents is J. T. Fletcher, whose portrait is given in the engraving herewith.

Mr. Fletcher was born at Fletcher, Ontario, Canada, Oct. 24, 1874, and at the early age of 19 entered the employ of the J. L. Scott Grain Co. He was in charge of this company's elevators at Fletcher and Merlin for 4 years.



J. T. Fletcher, Orchard, Neb.

In 1900 Mr. Fletcher went to Nebraska, and assumed the management of the Atlas Elevator Co.'s business at Brunswick, Neb., Aug. 1, 1902. He managed the company's grain business for a year, when its new elevator was built and lumber and coal added.

In November of last year Mr. Fletcher was transferred to Orchard, Neb., where he is in charge of the Atlas Elevator Co.'s business, and has a splendid trade in lumber, grain and coal.

One of the rare instances where the cornerstone of a grain elevator has been laid with ceremony is that of the fine plant being erected at Willimantic, Conn., by Henry A. Bugbee. Mrs. Bugbee laid the stone on the morning of May 6 and it was blessed by the Rev. Richard D. Hatch. A metal box containing newspapers and data of the times was sealed in the stone. The walls of the building are of stone and brick and the timbering is of heavy oak.

European trade centers early recognized the necessity of Board of Trade, or "bourse." The city of Bruges established commercial headquarters some years previous to the Fourteenth century. Following this, others were organized, in Antwerp in 1531, Toulouse in 1549, Rouen 1556, Hamburg 1558, London 1566, Bourges 1570, Amsterdam 1586, Copenhagen 1622, Paris 1645.—A. C. Davis & Co.

Toledo Defines Shipping Terms.

To prevent misunderstanding of the time allowed for shipment the directors of the Toledo Produce Exchange have recently adopted the following rules:

Excluding the date of sale, the time of shipment on property sold for shipment, shall be reckoned from the date of receiving full shipping directions, and shall not include Sundays or legal holidays at point of shipment.

The term "immediate shipment" shall mean three (3) business days. The term "quick shipment" shall mean five (5) business days. The term prompt shipment shall mean ten (10) business days. When number of days are specified said number shall not include Sundays or legal holidays at point of shipment. Nothing, however, in this rule shall be construed as prohibiting special agreements.

Changes in Toledo Grades.

The Toledo Produce Exchange has revised its grade for the new crop. The changed rules are as follows:

No. 1 White Winter Wheat—To be white winter wheat, sound, dry, reasonably clean, and equal in quality to No. 2 red, weighing not less than 58½ pounds to the bu., and to contain at least 90 per cent of white wheat.

No. 2 White—To be sound, dry and reasonably clean white winter wheat, may be slightly shrunken or discolored, weighing not less than 57 pounds to the bu., and to contain at least three-fourths of white winter wheat.

No. 3 White—To be sound white winter wheat, may be shrunken or discolored and not well cleaned, and weighing not less than 53½ pounds to the bu.

No. 2 Red Winter—To include all varieties of soft winter wheat, to be sound, dry and fairly well cleaned, to contain not more than 5 per cent of white wheat, and weighing not less than 58½ pounds to the bu.

No. 3 Red Winter—To be sound, and include shrunken and dirty winter wheat, weighing not less than 56 pounds to the bu., and to contain not over 5 per cent of white wheat.

No. 4 Red Winter—To be sound and to include shrunken or dirty winter wheat and weighing not less than 53½ lbs. per bushel.

No. 1 Red Pacific Coast Wheat—Shall be dry, sound, well cleaned and free from smut, weighing not less than 60 lbs. to the measured bu.

No. 2 Pacific Coast Red—Should be sound, dry, reasonably clean and only slightly tainted with smut or alkali and weighing not less than 58 lbs. per bu.

No. 3 Red Pacific Coast to include all other Pacific Coast red wheat, may be very smutty or otherwise unfit for flouring purposes. The Pacific coast white wheat grades the same as the above Pacific coast red.

No. 2 Golden Oats—To be golden oats, dry, sound, sweet and clean, shall allow an occasional kernel of foreign grain and mixed oats.

No. 3 Golden—Shall be golden oats, reasonably dry, sweet, sound, clean and allow a slight mixture of foreign grain or mixed oats; may be slightly stained.

No. 4 Golden—Shall be golden oats, may be stained or discolored, and slightly musty or damp, reasonably free from foreign grain or mixed oats.

No. 2 Rye—To be sound, plump and

reasonably clean, and weighing not less than 56 pounds to the bu.

No. 3—To include inferior rye, not unsound, but from any other cause not good enough for No. 2, and to weigh not less than 53 pounds.

No. 4—To be unsound rye, and from any other cause shall not be deemed unmerchantable, and weigh not less than 50 pounds.

Seeds

The Allen Seed Co., of Sheboygan, Wis., has erected a large warehouse at Sturgeon Bay.

O. C. Thompson, of Farmington, Minn., has been endeavoring to form a seed company at Albert Lea.

Two additions are being built to the seed elevator of the Albert Dickinson Co., at Minneapolis, Minn.

Clover has been damaged by white grub less than 1 per cent, reports the Ohio Dept. of Agri.

The second annual convention of the Canadian Seed Growers Assn. was held at Ottawa, Ont., June 27, 28, 29.

The Vogeler Seed Co., of Salt Lake, Utah, will erect a 3-story warehouse, costing \$12,000, on ground 50x100 ft.

E. W. Conklin & Son, of Binghamton, N. Y., have registered the word "ARROW" as a trademark, No. 1,642, for grass seed.

D. I. Bushnell & Co., of St. Louis, Mo., have registered the representation of a flag bearing the word "BANNER" as a trademark, No. 5,405, for timothy seed.

Lima, O.—I do not see how we can help but have a big crop of clover seed. The second crop is very thick and has already attained a good growth.—A. E. Clutter.

A large quantity of seed purchased for the government free seed distribution in 1902 and 1903 is said to have been found absolutely worthless, and had to be thrown away at a loss of \$20,000.

One of the new conditions to be faced is the handling of the wheat crop on an export basis.

The Cuban house of representatives on June 12 discussed the bill doubling the duty on rice imported from countries other than the United States.

Beyond doubt the production of spring wheat will decrease with the coming years. The reason of it is that nothing but virgin soil in a high state of fertility will rush a crop of wheat through in from ninety to one hundred days, hence the spring wheat area recedes to the northwest and the winter wheat area follows it up. In the states of Washington and Oregon, where both spring and winter wheat can be grown, the spring wheat area is gradually decreasing, and for the same reason. Land that will not produce a paying crop of spring wheat between the first of April and the middle of July or August can produce a good crop of winter wheat between September and the following July. The bonanza spring wheat farms must in the very nature of the case disappear and give way to winter wheat or to growing spring wheat in rotation, using it only on land that has been enriched by clover or other grasses.—Wallace's Farmer.

Grain Trade News

ARKANSAS.

Yellville, Ark.—R. T. Brook has removed to Yellville from Tonkawa, Okla.

Little Rock, Ark.—Wm. E. Overstreet has purchased a controlling interest in the Price-Shofer Grain Co. and has assumed active management. Mr. Overstreet has been purchasing agent for the U. S. Engineering Department for 11 years. The firm name will remain the same as formerly.

CALIFORNIA.

Plano, Cal.—Balfour, Guthrie & Co. will build a grain warehouse near Terra Bella.

San Francisco, Cal.—H. B. Birnbaum, freight broker, died at his home in Mill Valley, June 25. Mr. Birnbaum was formerly with C. P. Lolor, and on his death continued the business.

We are indebted to E. Scott, secy., for a copy of the 55th annual report of the San Francisco Chamber of Commerce, containing valuable statistics and information regarding the trade and commerce of California and San Francisco.

San Francisco, Cal.—Many members of the grain trade have signed the petition for an amendment to the rules of the Merchants Exchange to permit the delivery on time contracts of Walla Walla wheat without the 5 cents allowance to the buyer.

San Francisco, Cal.—The price of bags has been steadily advancing, and dealers are buying their supplies in small lots and only as required. Sales are being made at 6¼ cents. Figures compiled by the Commercial News show a demand for 48,000,000 bags and an available supply of 39,000,000 on the Pacific Coast.

Stockton, Cal.—The Sperry Flour Co. has leased the line of warehouses formerly owned and operated by the Haslach & Kahn Warehouse Co. W. P. Steinbeck, local mgr. of the company, will operate the houses as lessee. These houses are located in Merced, San Joaquin and Stanislaus counties, which are considered the best wheat growing section of the state.

San Francisco, Cal.—Chas. A. Gove and Chas. P. Thomas have organized the firm of Gove & Thomas to act as shippers' grain agents, representing shippers in weighing, sampling and supervising cargoes of grain. Mr. Gove has for years been deputy grain inspector for the Produce Exchange and later for the Merchants Exchange. Mr. Thomas is a well known grain man of Port Costa.

CANADA.

Griswold, Man.—The Griswold Milling Co. is new in business here.

Arcola, Assa.—The Farmers Eltr. Co. will enlarge and modernize its eltr.

Okotoks, Alta.—The Alberta Pacific Eltr. Co. will build a 50,000-bu. eltr.

Winnipeg, Man.—The Lake of the Woods Milling Co. will build a 3,000-barrel mill here and another at a port on Georgian bay.

Winnipeg, Man.—Report has it that memberships in the Grain Exchange are selling for \$1,225.

Winnipeg, Man.—Geo. R. Ruttan, of Jas. Richardson & Sons, has been elected a member of the Grain Exchange.

Winnipeg, Man.—The Grain Exchange baseball team easily beat the Tribunes by a score of 16 to 5 in the game of June 29.

Cartwright, Man.—The Farmers Eltr. Co. is building a stone engine house. This town already has 3 eltrs. and a good opening for another.

Toronto, Ont.—The Western Canada Flour Mills Co. has been organized with \$1,500,000 capital. The provisional directors are: Wm. Bain, R. Gowans, E. W. McNeill, W. F. Ralp, R. C. Hamilton and W. Gow. all of Toronto.

Montreal, Que.—Robert D. Martin, one of Canada's pioneer grain merchants and pres. of the R. D. Martin Co., grain exporters, died June 28, aged 50 years. Mr. Martin had been ill for some time, but had attended to business up to a few days before his death. He had large eltr. interests in Manitoba.

Calgary, Alta.—The Calgary Colonization Co. has let the contract for 10 eltrs. to be located between Macleod and Edmonton. Contracts for 10 more houses will be awarded this fall and the company contemplates the erection of a milling plant at Calgary in the near future. All the eltrs. will have capacity for 30,000 bus. of grain.

Winnipeg, Man.—The grain inspected during the 10 months prior to July 1 amounted to 35,731 cars of wheat, 1,613 cars of oats, 339 cars of barley, 283 cars of flax and 1 car of speltz, making a total of 37,967 cars; compared with 35,159 cars of wheat, 958 cars of oats, 156 cars of barley, 573 cars of flax and 2 cars of speltz, making a total of 36,788 cars during the corresponding months of 1903-4.

St. Boniface, Man.—The vote on June 30 to grant the Western Canada Flour Mills Co. exemption from taxes, with the exception of school levies, for 20 years, was almost unanimously in favor of the new company. A special provision of the by-law is that the company shall expend at least \$250,000 within 2 years in the erection of a plant. The company proposes to erect 500,000-bu. eltr. capacity and a mill with capacity for 4,000 barrels per day. Work is expected to be commenced almost immediately.

Winnipeg, Man.—Arthur Atkinson, a well-known grain merchant, was found dead in his bed on the morning of June 23 at the Windsor hotel in Ottawa, Ont. Mr. Atkinson was one of the first men in Canada to engage in the grain exporting trade, and some years ago was in partnership with R. P. Roblin and N. Bawlf. He was one of the founders of the Winnipeg Grain Exchange, and for a long time one of its most prominent members. At the time of his death he was an active member of A. Atkinson & Co., but had done but little trading on account of the failure of his health. Out of respect to his memory the flag on the Grain Exchange was half-masted.

Estevan, Assa.—The Estevan Milling Co., operating a mill here, has been incorporated.

Didsbury, Alta.—A 27,000-bu. eltr. will be built here this summer and another is contemplated.

Goderich, Ont.—The eltr. of the Goderich Eltr. & Transit Co. burned July 3 with 200,000 bus. of wheat. Loss, \$200,000. It will be rebuilt with larger capacity.

Kingston, Ont.—The Montreal Transportation Co. has been making records for quick work. The latest is the unloading of the steamer Westmount of 130,000 bus. of wheat in 6 hours and 20 minutes on June 19.

CHICAGO.

Memberships in the Board of Trade are selling for \$3,325. The floating supply has all been sold.

The first car of new rye of the season, grading No. 2, reached Chicago July 6 from southern Illinois.

It is said the St. Paul road will erect hay warehouses to unload hay on arrival, allowing consignees free time in the warehouses.

C. E. Gray is now connected with the firm of Wasserman, Kempner & Co., who have taken over the commission business of A. Kempner & Co.

B. N. Foster, who has been connected with the Board of Trade since 1870 as speculator and commission man, died June 29, aged 72 years. He had been ill but a short time.

Wm. L. Smillie, chief supervising grain inspector, celebrated the 65th anniversary of his birth June 22. Friends on the floor presented him with 65 red roses, tied with white ribbon, in which was concealed a box of cigars.

The Type Telegraph Co., operating the brass broad tape ticker, has gone out of business. The Printing Telegraph News Co., which has been operating the tickers, will take over the business of the defunct concern and put in improved instruments.

The first car of new winter wheat was received June 28 by H. W. Rogers & Son. The test weight was 59½ and the grade No. 3. It came over the Santa Fe from southern Missouri. The car was sold to a milling company at \$1 per bu.

J. D. Stacy went with W. H. Lake & Co. on July 1 to take charge of the cash grain business of the firm. Mr. Stacy was for 20 years in the cash grain department of Bartlett, Frazier & Co., and with the Updike Commission Co. until its cash grain department recently was discontinued.

W. H. Lake & Co. have taken over the system of wires and offices in central and southern Illinois formerly operated by Fyfe, Manson & Co. This system reaches Bloomington, Lincoln, Decatur, Mt. Pulaski and Clinton, which have telephone connection with interior towns of the state.

The Chicago Board of Trade, the Minneapolis Chamber of Commerce and the railroads have agreed on a change in rates on grain on July 17 from parts of Iowa and all of Minnesota and South Dakota, to a basis that makes the rate from Minneapolis and St. Paul 6½¢ higher than the rates from Chicago to Buffalo and Pittsburg and points east of those gateways. This is the settlement of the long fight by the rival markets.

The many friends of Arthur R. Sawers, who was long connected with the Chicago trade, will be pleased to know that he has returned to the city and opened an office in the Postal Bldg., where he will conduct a general grain business on his own account.

Judge Kohlsaat of the federal court on June 27 granted the Board of Trade a temporary injunction restraining the Hammond Eltr. Co. from receiving the market quotations of the Board of Trade. The Hammond Eltr. Co., of Hammond, Ind., is an outgrowth of the old bucket-shop run by Sidmon McHie as the Central Grain & Stock Exchange.

The present commission rate of $\frac{1}{8}$ cent on options is extremely profitable to brokers who enjoy a fair volume of business, and any advance will simply discourage customers from trading and kill the market. Instead of considering an advance to $\frac{1}{4}$ cent per bu., the brokers will be wise to study how to make the option trade more attractive and profitable to their customers.

An investigation into the failure of Fyfe, Manson & Co. is being conducted by John Jones and John Crighton, of the Board of Trade committee on insolvencies. It is said that the firm will pay 20 cents on the dollar. About \$125,000 is due customers in southern Illinois, and \$20,000 to members of the Board of Trade. The assets are \$35,000, and open accounts, practically all bad, \$65,000.

The following public eltrs. have been declared regular by the Board of Trade for the year commencing July 1: Armour A, B and B annex; the St. Paul and Fulton, operated by the Armour Grain Co.; the Calumet C and Central A, operated by Bartlett, Frazier & Carrington; Chicago and St. Louis and annex; the National, Union and annex, operated by Harris-Scotten; the Peavey B, by the Peavey Grain Co., and South Chicago C and annex, by J. C. Shaffer & Co.

The directors of the Board of Trade recently adopted the following resolution: Whereas, The export interests of our board have suffered severe losses by the hostile foreign tariffs against the grain and meat products of this country, and are threatened with still further losses in the immediate future, and as the only practical means of recovering our lost trade seems to be in effective reciprocity treaties; therefore be it resolved, That this board heartily indorses as a step toward securing the needed treaties and legislation the holding of a national reciprocity convention in this city, under the auspices of the leading commercial club.

Chicago delegates to the annual convention of the National Hay Assn. at Toledo, O., July 18, 19, 20, are offered the best transportation by the Lake Shore road. The best train to take is No. 16, at 1:45 p. m., on the 17th. This gives all day on 'Change, a daylight ride through Indiana and part of Ohio and a pleasant afternoon to visit with friends and business acquaintances. A most excellent table d' hôte dinner is served on the train, arriving Toledo 7:50 the same day, ready to spend a pleasant evening with other delegates from the east and south. Special sleepers have been arranged for, and requests for reservations should be made early in order to get what you want. G. K. Thompson, G. A. P. D., of the Lake Shore, 180 S. Clark St., Chicago, will make reservations.

The grain and mill feed business of W. W. Hunter and the mill feed business of O. L. Hunter & Co. have been combined and the business will hereafter be carried on under the firm name of W. W. & O. L. Hunter. The firm will devote its attention to the shipping of grain and mill feed on orders.

Dan Beemy, a messenger in the employ of Bartlett, Frazier & Carrington, was held up and robbed July 1 of over \$1,700, almost at the doors of the Corn Exchange National Bank, where he received the money for the pay roll of the Central Eltr. Co., which is controlled by the firm. The robber threw red pepper in the messenger's face and then grabbed the money and fled.

Creditors of Knight, Donnelley & Co. filed an involuntary petition in bankruptcy June 26, and the firm suspended business. Edwin W. Potter was appointed receiver in bonds of \$100,000. In settling the accounts it was discovered that a shortage of nearly \$30,000 was caused by Chas. J. Anderson, a margin clerk, who had defaulted with the firm's funds. When closed out the grain interests of the company were but 500,000 bus. of wheat and about 250,000 bus. of corn and oats. The statement of Knight, Donnelley & Co. shows \$10,308 due brokers on grain trades, with assets of 2 memberships in the Board of Trade, worth \$6,000; due customers on stock and grain trades, \$279,000; due banks, \$893,200, but the banks hold securities that more than cover their loans. The firm's grain business was profitable, the failure being due to speculation.

COLORADO.

Pueblo, Colo.—The Pueblo Grain & Stock Brokerage Co. incorporated, \$15,000 capital stock. Incorporators, Lester Vesper, O. L. Holloway and John E. Buckley.

Castlerock, Colo.—Gilbert Christenson has arranged with the Younglove & Boggess Co. for plans and specifications for a 15,000-bu. eltr. and warehouse for handling all kinds of farm produce.

ILLINOIS.

Bismarck, Ill.—Young & Wood have succeeded Z. Deck.

Tuscola, Ill.—F. M. Powell has succeeded C. L. McMasters.

Alvan, Ill.—Witherspoon & Mann have succeeded J. R. Carter.

Brimfield, Ill.—The Brimfield Eltr. Co. has succeeded C. L. Dungan.

Sheldon, Ill.—The Cleveland Grain Co. will enlarge its transfer eltr.

Princeville, Ill.—Richard Cox is installing an improved Hall Distributor.

Litchfield, Ill.—The 10,000-bu. eltr. for Nobbe Bros. has been nearly completed.

Buckingham, Ill.—Inkster Bros. have installed an improved Hall Distributor.

Champaign, Ill.—The transfer eltr. of the Cleveland Grain Co. will be enlarged.

La Rose, Ill.—The LaRose Grain Co. has installed an improved Hall Distributor.

Papineau, Ill.—The R. F. Cummings Grain Co. has given a new coat of paint to its eltr. and office. O. H. Rosenberger is agt.

Columbia, Ill.—The Columbia Star Milling Co. is building 4 steel grain tanks, which will give an added storage capacity of 50,000 bus.

Peoria, Ill.—Frank Oleson, who has been with the Zorn Grain Co. for some time, has removed to Wichita, Kan., where he has accepted a position as mgr. for L. H. Powell & Co.

Stonington, Ill.—Mansfield & Co. have torn down their office and will build another on the site. Hill Bros. & Crow have moved their office and scales and made other improvements.

The second day's session of the next annual meeting of the state assn. will be held on a boat sailing up the picturesque Illinois river. If you wish to escape seasickness, bring your lemon squeezer with you.

Ogden, Ill.—The eltr. formerly owned and operated by A. Daggett burned June 30. Loss, \$5,000 on eltr. and \$2,000 on contents. Partially insured. The eltr. had just been purchased by I. M. Busby, of Fairmont.

Sullivan, Ill.—H. C. Wilson and E. B. Fidler, of Broadlands, have purchased the eltr. and coal business of Quinn Bros. and take possession July 10, conducting the business under the firm name of E. B. Fidler & Co.

DeKalb, Ill.—Henry Scheule is building an eltr. at Chase, in Kane county, on the new I. I. & M. Ry., and expects to be ready to handle the new crop. S. C. Hunt has let the contract for the erection of a 30,000-bu. eltr. on the C. & N. W. Ry.

Maple Park, Ill.—C. Keefe & Co. will overhaul their eltr. this summer and put everything in modern shape. J. M. Leisch is buying grain at Troxel, a new town on the I. I. & M. Ry. in DeKalb county, and will build an eltr. there during the season.

"All railroad companies and other common carriers on railroads shall weigh or measure grain at points where it is shipped, and receipt for the full amount, and shall be responsible for the delivery of such amount to the owner or consignee thereof, at the place of destination."—Art. 13, Sec. 4, Constitution of Illinois.

INDIANA.

Goshen, Ind.—The Goshen Milling Co. is installing a 72x16 boiler.

Atkinson, Ind.—Robt. Bell, of Indianapolis, has bot M. Atkinson's eltr.

Oaktown, Ind.—The Oaktown Eltr. Co. has succeeded Bond Bros. & Co.

Flatrock, Ind.—H. J. Nading & Bro. have resumed their grain and lumber business.

Chrisney, Ind.—The grain and hay warehouse of J. Ray & Son burned recently. Loss is partially covered by insurance.

Indianapolis, Ind.—L. R. Doud, inspector for the Grain Dealers Natl. Mutual Fire Ins. Co., has gone to the Pacific coast on a vacation.

Indianapolis, Ind.—Ed. M. Wasmuth, of Roanoke, has been elected vice-pres. of the Indiana Grain Dealers Assn., to succeed J. M. Brafford.

Terre Haute, Ind.—The eltr. of the Merchants Distillery Co. burned June 29 and the spirit house was damaged. Loss, \$100,000; insured.

New Richmond, Ind.—John McCordle, who recently sold his eltr. to A. E. Malsbary, of Crawfordsville, will continue to buy grain and will locate either in Indianapolis or Toledo.

Scircleville, Ind.—J. T. Sims and Chas. Ashpaugh have purchased for \$15,000 the eltr. property of R. M. Sims.

Union City, Ind.—The Pierce Eltr. Co. incorporated, \$30,000 capital stock. Incorporators, C. S. Pierce, C. C. Fisher and Chas. L. Northlane.

Indianapolis, Ind.—The Cleveland Grain Co. will build a 1,000,000-bu. transfer eltr. and expects to have it ready for business this season.

Farmland, Ind.—Goodrich Bros. have completed the repairs on their eltr. The house has been overhauled and more modern equipment installed.

Spencerville, Ind.—J. R. Stafford is building an eltr. and is making Spencerville his headquarters at present. He will continue to operate his eltr. at Phillips.

Decatur, Ind.—The report of the organization of a grain company to build and operate an eltr. has been proven to be a myth. It is said to have been started thru jealousy.

Monroe, Ind.—M. L. Oliver, who was until a year ago mgr. for the Carroll Eltr. Co., is attempting to do a scooping business here and at other points. He has no facilities whatever at any point.

Evansville, Ind.—At the annual meeting of the Southwestern Millers and Grain Dealers Assn., June 21, J. L. Knauss and John Courcier, both of Evansville, were elected pres. and secy. respectively.

Earl Park, Ind.—Wilbert Hawkins, of Fowler, and Wm. VanNatti have purchased the eltr. of John Flinn and will operate it under the firm name of Hawkins & VanNatti, with Mr. VanNatti in charge as mgr.

Crawfordsville, Ind.—A. E. Malsbary will sever his connection with the Crabbs-Reynolds-Taylor Co. on Aug. 1. He has purchased for \$19,000 the eltr. of John McCardle at New Richmond and will take possession Sept. 1.

Monticello, Ind.—Loughry Bros. Milling & Grain Co. incorporated, \$30,000 capital stock. Incorporators, Jos. E., Albert W. and Cloyd Loughry. The company is building eltrs. at Idaville and Burnettsville, Chas. E. Nowels having the contracts.

Terre Haute, Ind.—The Interstate Commerce Commission gave a hearing June 20 in the complaint of T. M. Kehoe & Co., hay dealers, against the Evansville & Terre Haute and other roads, alleging discrimination, unjust demurrage charges and failure to file tariff rates.

Indianapolis, Ind.—Robt. Bell has bot the Star Eltr. site and let contract to Fred Friedline for a 65,000-bu. transfer and cleaning eltr. It will be equipped with 3 wagon dumps, shelter, cleaner and 4 legs. Mills for grinding feed will be installed.

Winamac, Ind.—Percy G. Brafford, of J. M. Brafford & Son, was married June 21 to Miss Rose Ash, and will reside here, managing the business of the firm. Altho not having a large acquaintance in the trade, his father, who is secy. of the Indiana Assn., is known to all.

INDIANAPOLIS LETTER.

Shelbyville, Ind.—David Webb, a wealthy business man of Edinburg, has recently been in the city looking for a location for an eltr. He was engaged in the grain business at Edinburg with Martin Cutsinger until the recent dissolution of the firm.

Evansville, Ind.—W. H. Small & Co. have obtained a charter to deal in grain, seeds, and produce. Capital stock, \$200,000; directors: W. H. Small, R. Ruston, J. Reimer, P. C. Newlin and J. F. Kuhn.

Indianapolis, Ind.—The South Side Grain Co. has been incorporated. The capital stock is \$25,000 and the following compose the board of directors: Robert Bell, Andrew J. Thompson and Ella Bell.

Crawfordsville, Ind.—On petition of James Withrow, a stockholder, Judge West has appointed Enoch F. Haywood receiver of the Union Eltr. at New Richmond. The eltr. was started two years ago with a paid up stock of \$10,000 by farmers who became dissatisfied with the prices they were receiving for grain. Owing to mismanagement, it is said, the enterprise failed and there is now an outstanding indebtedness of \$11,000 against the company.—C. P.

IOWA.

Moorland, Ia.—The Farmers Eltr. Co. incorporated, \$25,000 capital stock.

Ross, Ia.—A. J. Leake is equipping his eltr. with an improved Hall Distributor.

Wellman, Ia.—J. W. Topping, of Burlington, has acquired the eltr. of M. C. Struble.

Glenwood, Ia.—John Hopp has purchased the eltr. of Fay Wright and has succeeded him.

Humboldt, Ia.—The farmers contemplate organizing with \$30,000 capital to build an eltr.

Council Bluffs, Ia.—The Trans-Mississippi Grain Co. will soon commence work on its eltr.

Gray, Ia.—A. L. Linn has succeeded Wm. Clausen as agt. for the Westbrook-Gibbons Grain Co.

Albion, Ia.—J. L. Ingledue, Jr., of Marshalltown, has succeeded P. F. Arney in the grain business.

Vinton, Ia.—The Bickel Grain Co. has let the contract to Chas. E. Newell for the erection of its eltr.

Minden, Ia.—John U. Reese has purchased the interest of J. H. C. Stuhr in the firm of Stuhr & Reese.

Aredale, Ia.—The Farmers Co-operative Co. has let the contract to Chas. E. Newell for the erection of an eltr.

Wightman, Ia.—The Farmers Eltr. Co. incorporated, \$2,500 capital stock. Incorporators, L. D. Wilson and others.

Sibley, Ia.—J. H. Luken, of Alton, has been appointed agt. for the Peavey Eltr. Co. and will open the eltr. for the season about July 15.

Persia, Ia.—John Schley has purchased the interest of D. A. Arrasmith in the Schley Grain Co. and he continues the business alone.

Nira, Ia.—E. C. Smith, of Smith, Lewis & Co., has engaged in the lumber business at Winfield, but still looks after the grain business here.

Manson, Ia.—Milton Richards, formerly agt. for the Chicago Grain & Eltr. Co. at Pocahontas, has taken charge of the eltr. for the Wheeler Grain & Coal Co.

Sheldon, Ia.—The stockholders of the Farmers Co-operative Eltr., that failed a few years ago, were required to pay the full legal amount of their liability on their stock of 100 per cent, and this did not pay the indebtedness in full. Thus the farmers lost their original investment and 100 per cent more.

Bode, Ia.—A farmers grain, coal and lumber company has been organized with \$2,500 capital, and will buy or build an eltr. at once.

Cherokee, Ia.—J. J. Mathews & Co. have changed the firm name to the J. J. Mathews Grain Co. A 15-h. p. gasoline engine has been installed to replace steam.

Sloan, Ia.—The Farmers Cereal Co. incorporated, \$25,000 capital stock, to buy and sell grains and cereals. Incorporators, Wm. McCandless, M. V. Lee, D. G. Manley, Jas. L. Martin, M. J. Wray and others.

Harlan, Ia.—The grain eltr. and lumber yards of Dow & Sandham burned June 24. The fire started in the engine room. Loss, about \$30,000. C. C. Rasmussen & Son will cover the roof of their eltr. with iron.

McPherson, Ia.—The name of this postoffice has been changed from Hawthorne to McPherson, and the town and station name will also soon be changed to correspond with its new name. R. J. Edmonds has an eltr. here.

Stuart, Ia.—Thos. Woof is building a 26x30x50-ft. eltr., with capacity from 20,000 to 25,000 bus. The house is being built on the site of the Henry Lawbaugh eltr., which burned some time ago. It will have a 12-ft. driveway.

Judge A. H. McVey, of the District Court, in the case of W. V. Wilcox, B. C. Hopkins, H. R. Howell and W. B. Skinner vs. J. C. Soper, Sheriff Polk Co., has held the Iowa anti-trust statute enacted by the 23 General Assembly unconstitutional.

KANSAS.

Lost Springs, Kan.—Nuss & Mowrer have sold out.

Robinson, Kan.—Kelley & Baker are building an eltr.

Belpre, Kan.—The Belpre Grain Co. is building an eltr.

Verdi, Kan.—The Farmers Eltr. Co. has installed a gasoline engine.

Halstead, Kan.—The Arkansas Valley Eltr. Co. has gone out of business.

Wichita, Kan.—Chas. F. Weber & Co. have removed to Wichita from Caldwell.

Little River, Kan.—The Parker Grain Co., of McPherson, has purchased the eltr. of Hoffman & Manassa.

Clafin, Kan.—Mr. Oliphant, of Redwing, has taken charge of the eltr. for the Thorstenberg Grain Co.

Freeport, Kan.—The Farmers Co-operative Grain Assn. is building a grain office and installing new scales.

Huron, Kan.—Jos. and Jas. Clark, of Shannon, have purchased the eltr. of Edgar Johnson and have succeeded him.

Ottawa, Kan.—The eltr. for the Williams-Wilson Grain Co. has been nearly completed. Additions are to be built.

Palco, Kan.—C. E. Robinson, of Sylvan Grove, is building a 28x34-ft. cribbed eltr. It will have a 12-ft. driveway.

Geneseo, Kan.—Wm. Chelf, who recently purchased the eltr. formerly owned and operated by S. H. Seaman, is remodeling it.

Chase, Kan.—The Farmers Eltr. Co. is enlarging and remodeling its engine room. A new feed grinder will be installed and the handling capacity increased.

Sylvan Grove, Kan.—C. E. Robinson has succeeded Latta & Robinson. He is building a 28x34-ft. eltr. with a 12-ft. driveway.

Stockton, Kan.—The Farmers Eltr. Co. will enlarge its eltr. An addition 22x28 ft. will be built and another dump will be installed.

Norton, Kan.—The farmers are organizing a company and will buy an eltr. J. A. Watts, G. P. Mann and E. Darling are interested.

Rexford, Kan.—W. H. Miller is building a 12,000-bu. eltr. at North Rexford. He expects to have it ready to handle the new crop.

Junction City, Kan.—The Midland Eltr. Co. has opened its eltr. at Kansas Falls for the season, with Geo. C. Peck in charge as mgr.

Wichita, Kan.—Frank Oleson, who has been with the Zorn Grain Co. at Peoria, Ill., has accepted the position as mgr. for L. H. Powell & Co.

Sterling, Kan.—W. B. Dunmire has taken charge of the eltr. for the Farmers Eltr. Co. An 18-h. p. Howe Gasoline Engine has been installed.

Topeka, Kan.—The Taylor Grain Co. has given a trust deed for \$125,000 on the property known as the Gyrator Milling Co.

Wichita, Kan.—The Watson Mills Co. will build an addition to its wood eltr. and working house, in addition to the steel tank which is being built.

Dexter, Kan.—E. C. Parker, of Arkansas City, representing the Southwestern Grain & Produce Co., is building a warehouse. Wagon scales will be installed.

Blakeman, Kan.—The Farmers Eltr. Co. has let the contract for the erection of its eltr., which is to be completed in time to handle the coming crop.

Harper, Kan.—I. E. Martin and L. L. Galloway have formed a partnership and will buy grain this season. Mr. Martin recently purchased the eltr. of J. C. Elvin.

Traer, Kan.—Drath Bros., of Herndon, will build an eltr. A Howe Gasoline Engine and Howe Scales, with all necessary machinery, will be furnished by the York Foundry & Engine Works.

Anthony, Kan.—Kramer Bros. and H. E. Thompson are the purchasers of the eltr. and mill of the Poorman Milling Co., instead of the Aetna Milling Co., as reported June 25 in this column.

Peckham, Kan.—The New Era Milling Co., of Arkansas City, has purchased the eltr. of the Farmers Co-operative Assn., which was formerly owned and operated by B. O. Stephenson.

Atchison, Kan.—W. H. Brockman, who travels for the Home Grain Co., of Kansas City, was married June 29 to Miss Edith Patton. A wedding trip is being taken thru the west.

Topeka, Kan.—The loss to the Farmers Co-operative Shipping Assn. on last year's business is said to have amounted to over \$30,000. The expense of handling the grain was between 2 and 3 cents per bu.

Cimarron, Kan.—A. D. Lemert will build a 10,000-bu. eltr. at the east end of his warehouse. Howell, Rinehart & Co. will soon begin the erection of a 5,000-bu. eltr. They will also raise the rear of their warehouse and put in dumping facilities. A 10-h. p. engine will be installed.

Manhattan, Kan.—Geo. T. Fielding is building a 12,500-bu. eltr. which will cost about \$4,500 and will facilitate the handling of the grain and seeds bot and sold by the firm. A track will be built from the Rock Island switch to the eltr.

Kansas City, Kan.—The Ismert-Hincke Milling Co. has purchased a site in West Armourdale and will build an eltr. and 2,500-barrel mill. The plant will cost about \$250,000. The original site was given up because of the difficulty in getting switching facilities.

Kansas City, Kan.—Carrington, Patton & Co. have purchased 3/4 of an acre of land along the C. R. I. & P. Ry near 7th street, and it is said they contemplate building a small eltr. or buying the Rock Island Eltr., which is located on adjoining property to the east, and move it to the newly purchased land.

LaCrosse, Kan.—W. M. Chelf, of Geneseo, has exchanged his eltr. property at Scandia for the interest of E. W. Belfield in the LaCrosse Milling & Grain Co. The deal was made thru E. J. Smiley, secy. of the Kansas Grain Dealers Assn., who, altho in jail, still is running his business almost as if he was in his office in Topeka.

McPherson, Kan.—Lightning struck the eltr. operated by the Midland Eltr. Co., June 20, but the fire which it started was put out by the rain which accompanied the electric storm before the fire company could reach the eltr. The farmers are organizing a company to build an eltr. W. H. Cottingham was appointed one of the building committee.

Topeka, Kan.—The State Grain Inspection Commission, which is composed of G. W. Glick, pres.; J. T. White, secy. and J. M. Corey, has announced that a meeting of the Commission will be held at the offices of the governor, Topeka, at 10 a. m., July 12, to establish grades for all kinds of grain. All persons interested in the grain business are invited to attend.

Bennington, Kan.—The Farmers Eltr. Co., recently incorporated, purchased the eltr. of A. D. Blanchard for \$5,000 and took possession on the morning of July 1. Shortly after the house was transferred, John Perry, one of the new company, went into the pit with a lighted lantern. An explosion followed, supposedly from accumulated gas, and Mr. Perry was perhaps fatally burned. The eltr. was totally destroyed, causing a loss of about \$5,000. Mr. Blanchard will engage in other business.

Topeka, Kan.—The secy. of the Kansas Grain Dealers Assn. wears a Panama hat in jail. Some time last fall, after Governor Hoch's election, W. L. Taylor, pres. of the Taylor Grain Co., bet E. J. Smiley, secy. of the Grain Dealers Assn., a \$5 hat that the governor of Kansas would appoint a practical grain man for state inspector instead of a ward politician. Smiley seemed to be on the inside and bet that he would not, so when the governor appointed J. W. Radford, a ward politician from Wyandotte county, Smiley claimed that he won the bet. Mr. Smiley is now serving his sentence in the LaCrosse county jail, and the other day wrote Mr. Taylor that he needed the hat and wanted it before another Sunday. Mr. Taylor immediately called up one of the best clothiers in the city and had them express the hat to him, so Mr. Smiley will probably wear his new Panama to chapel next Sunday.

Concordia, Kan.—J. W. Radford, state grain inspector, has established a new grain inspection point here. J. W. Berry is the only applicant for the appointment of assistant, and it is that probable that he will be appointed.

KENTUCKY.

Louisville, Ky.—The warehouse of Amos Yaeger, a feed dealer, burned July 3. Loss, \$4,000; covered by insurance.

Louisville, Ky.—John T. Rabbeth, of the Rabbeth-Rutherford Milling Co., died suddenly June 21 from pneumonia, which followed an operation. He was taken ill during the afternoon of June 20 and was taken at once to an infirmary, where an operation was performed successfully, but during the night he was seized with pneumonia and he died the next afternoon. Mr. Rabbeth was 60 years of age and had spent nearly all his life in the milling business.

LOUISIANA.

New Orleans, La.—The Lazare-Levy Co., Ltd., has succeeded Levy, Lazare & Co. in the grain and commission business.

New Orleans, La.—The first carload of new hay was received by the Benedict Commission Co., June 23, from Schlafley Bros., of Carlisle, Ill.

New Orleans, La.—During June no wheat nor corn was exported from New Orleans, compared with 12,615 bus. of wheat and no corn for June, 1904, as reported by W. L. Richeson, chief grain inspector of the New Orleans Board of Trade.

New Orleans, La.—W. L. Richeson, chief grain inspector of the Board of Trade, has returned from his visit to the northern markets. Mr. Richeson visited Kansas City, St. Louis, Chicago, St. Paul, Minneapolis, New York, Baltimore and Montreal besides attending the annual convention of the Chief Grain Inspectors National Assn. at Niagara Falls.

NEW ORLEANS LETTER.

A week prior to last Monday, Eltr. E., the first of the massive eltrs. of the rejuvenated Stuyvesant Docks, was opened for grain. The time for its reconstruction was just four months to a day after the big fire that swept from end to end of the Illinois Central terminals.

When the Cuban congress passed the bill reducing the tariff on American rice, or rather increasing the tariff on the non-American rice, there was general rejoicing over the outlook for the further development of this new market into which new transportation facilities were enabling the millers to send continually increasing quantities of the cereal; but now it is believed there will be no American rice to ship to Cuba on the present crop.

Under the auspices of the Board of Trade, the Public Belt Commission of the City of New Orleans, last Saturday celebrated the driving of the first spike in the Public Belt Railroad that is soon to encompass the city. The grain men of the city were particularly in evidence at the celebration. The undertaking is regarded as being of exceptional interest to the grain men, because it will give better facilities for handling grain through from one road to another, whereas heretofore the roads would handle grain only to their own eltrs.—J. E.

The annual meeting of the Louisiana and Texas Rice Millers and Distributors' Assn. was held recently. The following officers were elected: Pres., Charles J. Bier, Crowley; Vice-Pres., J. E. Broussard, Beaumont; Secy., W. D. Marshall, Crowley; Treas., A. B. Allison, Crowley. The attendance was unusually large, twenty-three country mills in Louisiana and Texas being represented. Several applications for membership were received, and the Assn. expects to embrace every mill in the Rice Belt in a few months. Routine business occupied the balance of the session.

MARYLAND.

Baltimore, Md.—The offices and warehouse of the Wm. Hopps Grain & Hay Co. have been removed to a site opposite the terminal hay sheds of the Pennsylvania Ry.

Baltimore, Md.—The firm of J. A. Manger & Co. has been dissolved and the business will hereafter be continued under the same firm name by J. Adam Manger. Harry E. Elgert, who was formerly of the company, continues with the company as traveling representative. The change in the firm does not affect the capital or ability to take care of all shipments. J. Adam Manger is a member of the Baltimore Chamber of Commerce, Grain Dealers National Assn. and National Hay Assn.

BALTIMORE LETTER.

The arrivals of new wheat in this market are daily increasing and up to this time are much in excess of receipts up to same date last year. There has however been a marked decline in the quality owing to the wet weather, and recently not over ten per cent of the receipts grading contract. This condition is very disappointing as the excellent yield and good quality of the early arrivals, gave promise of a good business in nearby wheat this season.

The Interstate Commerce Commission on July 6 rendered a decision regarding the Differentials on ex-lake grain to Atlantic ports. In its decision of April 27th the Commission held that Baltimore and Philadelphia were entitled to a differential of 3-10 ct. per bus. under New York and Boston on all ex-lake grain. Boston interests filed a demurrer to this, claiming that on the lighter grains the differential should be less than on wheat and corn. Baltimore and Philadelphia opposed any reopening of the case, claiming that Boston's counsel did not raise this point either in the testimony or argument, and to open the case would only establish a precedent for any other attack upon the decision. The Commission however thought otherwise and have modified their decision giving Baltimore and Philadelphia an ex-lake differential of 1-6 ct. per bus. on oats and barley. The differential of 3-10 ct. per bus. on wheat and corn to remain.—B. M.

MICHIGAN.

Lansing, Mich.—The Isbell-Brown Co. has purchased the eltr. of F. B. Nims & Co. W. N. Isbell will manage the business.

Pottsville, Mich.—The Stockbridge Eltr. Co., of Jackson, has purchased the plant and business of the Pottsville Eltr. Co.

Grass Lake, Mich.—Dwelle, Dewey & Co. have bot the eltrs. of Gage, Kendall & Wolfinger at Grass Lake and Francisco and have succeeded them.

St. Johns, Mich.—John Parr has purchased the interest of J. S. Osgood in the eltr. and grain business of L. G. McKnight & Co., and the firm name has been changed to McKnight & Parr.

Traverse City, Mich.—The firm of Fitch, McCoy & Co. has been dissolved. E. R. McCoy retiring from the grain, hay and feed interests of the firm, but continuing in the wholesale commission produce and fruit business. The grain and feed business will be continued by John Fitch & Co.

MINNEAPOLIS.

H. C. Harding, formerly superintendent of eltrs. for the Peavey Eltr. Co., has removed to Minneapolis from Duluth and is now mgr. for the Concrete Eltr. Co.

W. P. Devereux & Co. will discontinue their mill feed business about July 15, as Chas. T. Redfield, who has had charge of this part of the business, retires from the firm.

L. T. Jamme has been appointed assistant secy. and traffic mgr. of the Chamber of Commerce to succeed J. H. McEnary. Mr. Jamme has had railroad experience and has made a good record as secy. of the Millers National Federation.

Expelled from the Chicago Board of Trade, driven out of the Milwaukee Chamber of Commerce, prosecuted by the state at Duluth, the Edwards-Wood Co., alias Edwards, Wood & Co., has met its crowning misfortune in the expulsion of F. B. Wood from the Minneapolis Chamber of Commerce on June 30. This concern now has no standing in any important exchange, and is able to execute orders only by paying full commission to such members of leading exchanges as may be found willing to have dealings with a bucket-shop.

MINNESOTA.

Sherack, Minn.—The Thorpe Eltr. Co. will build an eltr.

Trosky, Minn.—The Davenport Eltr. Co. will build an eltr.

Harmony, Minn.—The C. M. & St. P. Ry. is remodeling its eltr.

Wadena, Minn.—The Ebner Eltr. Co. is building a 10,000-bu. steel eltr. adjoining its mill.

Fairfax, Minn.—Thos. Tradewell has succeeded G. W. Grohler as buyer for the Pacific Eltr. Co.

Arco, Minn., W. J. Tillotson & Co., have bot the E. L. Williams eltr. and will take possession July 15.

Kennedy, Minn.—The Federal Eltr. Co. will close its eltr. until about Aug. 1 to make some needed repairs.

Goodhue, Minn.—The Farmers Eltr. Co. will enlarge its eltr. and operate it on its own account this season.

Ellsworth, Minn.—J. P. Coffey, of Luverne, has secured a site and expects to soon commence the erection of his eltr.

Neilsville, Minn.—The Red Lake Falls Milling Co. is building eltrs. and large warehouses at Neilsville and Climax.

Cobden, Minn.—The eltr. of the Sleepy Eye Milling Co. was struck by lightning June 24, but not much damage was done.

Slayton, Minn.—The eltr. bot by Sage Bros., as stated in this column June 25, was the one formerly operated by Mark N. Tisdale. Mr. Tisdale has not sold his grain business, and is operating the other eltr.

Milroy, Minn.—Nelson Bros. are rebuilding their eltr. which burned last fall. An improved Hall Distributor will be installed.

Marshall, Minn.—A. A. Regnier, who has been mgr. for the Western Eltr. Co. at Ghent for 10 years, has been transferred to Marshall.

St. Paul, Minn.—The South St. Paul Union Stockyards Co. has let the contract for the erection of a 50,000-bu. steel tank grain eltr.

Winona, Minn.—Frebert Hoffschildt was caught in a shaft at the terminal eltr. of the Western Eltr. Co. June 24, and almost instantly killed.

Foley, Minn.—John Feddema, who has been agt. for the Atlantic Eltr. Co. for 10 years at Lintonville, has taken charge of the eltr. and mill recently purchased by the New London Milling Co.

Zumbro Falls, Minn.—The Western Eltr. Co. is tearing down the eltr. recently purchased and will build a 30,000-bu. house on the site. The building will be 24x32x40 ft., and dump scales and a gasoline engine will be installed.

Lafayette, Minn.—The Farmers Eltr. Co., at its annual meeting, held June 24, elected the following officers: J. K. Peterson, pres.; C. A. Malmquist, vice-pres.; P. A. Retrum, secy.; Claus Olson, treas. The company had a good business the past year.

Bingham Lake, Minn.—Leim & McMurtrey have purchased the eltr. of the Hubbard & Palmer Co. After making some repairs and improving the eltr. the new owners expect to open the eltr. about July 15, to do a general grain, flour, feed and coal business.

Claremont, Minn.—The Western Eltr. Co. will rebuild its eltr. which burned last winter. The contract has been awarded for the erection and it is to be completed in time to handle the new crop. Geo. L. Beck, of Fenton, Ia., will have charge for the company.

Winthrop, Minn.—The Farmers Eltr. Co. held its annual meeting June 30. The secy.'s report showed that the company had run behind \$200 during the year. The reason given was that the firm had lost grade on 22,000 bus. of wheat bot at No. 1 and sold at lower grade.

Long Prairie, Minn.—The Farmers Exchange has applied for a site for its eltr. and when this is secured will build a 20,000-bu. eltr. It will be operated by a gasoline engine and equipped with dump scales. A feed mill will be run in connection with the eltr. The Monarch Eltr. Co. will enlarge its eltr. and install a gasoline engine.

The Minnesota Railroad and Warehouse Commission on June 28 appointed the first hay inspectors and weighers under the new law. The inspectors are Thomas J. Lyle for Duluth, C. J. Whitridge for St. Paul, and Jacob C. Colter for Minneapolis. The weighers are W. J. Morrow, Jr., of Becker Co., and C. E. Gates and F. G. Swartwood, both of Waseca Co. The board of final review for the inspection of hay and straw was name July 1, and consists of John Sternberg, H. G. Atwood, J. M. McGregor, J. C. Miller, G. Z. King and J. K. Elliott for Minneapolis; J. Donnelly, Peter Tierney, Chas. Rank, S. W. Brown, W. I. Jameson and Geo. S. Loftus for St. Paul; and J. S. Rich, E. D. Baker, A. H. Davis, Edward N. Nelson, C. S. Proffer and Geo. Jewell for Duluth.

Springfield, Minn.—Ray Blackmun will succeed his father, Walter Blackmun, as grain buyer for Bingham Bros., taking the position Aug. 1. The eltr. will be closed all during the month of July while needed repairs are made. J. B. Schmid is repairing his eltr.

MISSOURI.

Kansas City, Mo.—The old Rock Island Eltr. will be moved about 1,200 ft.

Kansas City, Mo.—W. G. Hoover is now with the Simonds-Shields Grain Co. He has purchased a membership in the Board of Trade.

Maltaband, Mo.—S. P. Hinds & Co., of Kansas City, will build an eltr. Everett Fulton has been engaged to act as agt. for the company.

Kansas City, Mo.—J. C. MacGinnitee, formerly with the C. H. Albers Commission Co. in St. Louis, is now connected with the Moffett Commission Co.

Purcell, Mo.—The McDaniel Milling Co. has let the contract for the erection of a 6,000-bu. eltr. on the site which the company was awarded over a year ago.

Otterville, Mo.—The 10,000-bu. eltr. for J. M. Bente has just been completed. It consists of 4 bins, each holding 2,500 bus. A 10-h. p. gasoline engine has been installed.

Kansas City, Mo.—Wm. Miller was dangerously injured at the Kaw Eltr. by the collapse of a wheat bin. He was weighing a car of wheat and was caught beneath the falling timbers.

Kansas City, Mo.—The committee of the Board of Trade to co-operate with the millers for the improvement of seed wheat is composed of Aug. J. Bulte, E. W. Shields and A. J. Poor.

Chillicothe, Mo.—The Scruby Bros. Grain & Implement Co. incorporated, \$20,000 capital stock. Incorporators, Wm. Scruby, Jr., Stephen Perrin, Frank Scruby, Wm. Scruby, Sr., and Horace P. Scruby.

Kansas City, Mo.—W. R. Beatty, who has had charge of the office of the J. Rosenbaum Grain Co. in New Orleans, has been transferred to Kansas City and has purchased a membership in the Board of Trade.

Kansas City, Mo.—Issy Landa has obtained a writ of replevin to recover a certificate of membership in the Board of Trade. F. R. Linton sold the certificate to Landa and afterward assigned it to the South Texas Grain Co.

Kansas City, Mo.—The Matthews-Frederick-Broughton Grain Co. incorporated, \$15,000 capital stock. Incorporators, Paul J. Matthews, Jos. L. Frederick, S. P. Broughton and A. W. Warren. S. P. Broughton was for many years state grain inspector at St. Joseph.

Harlem, Mo.—Perry Toms, Will Brown and Clyde Hall were injured June 22, when a scaffold, on which they were working at the new eltr. for the Wabash Ry., broke and they fell 20 ft. to the ground. Mr. Toms was so severely injured that he died 2 hours later.

St. Louis, Mo.—Webster M. Samuel, a former pres. of the Merchants Exchange, died June 22, aged 72 years. Since retiring from business several years ago Mr. Samuel has spent a great part of his time in Massachusetts. Mr. Samuel was the organizer and pres. of the United Eltr. Co., which was a consolidation of nearly all the eltrs. in St. Louis and East St. Louis.

Rushville, Mo.—The Rushville Grain & Eltr. Co. will build a 10,000-bu. eltr. this summer.

St. Louis, Mo.—All of the amendments to the rules of the Merchants Exchange, reported in the column June 28, were adopted July 6 by a large majority vote.

St. Joseph, Mo.—S. P. Broughton, who has been state grain inspector for many years, has resigned and gone into the grain business at Kansas City. No successor has been named by the state railroad and warehouse commission, to whom his resignation was sent.

Kansas City, Mo.—Twenty bucket-shop proprietors have joined in organizing the National Board of Trade to manufacture quotations on which to place bets in 1,500 branch offices thruout the land. Its trades in wind wheat have averaged 1,000,000 bus. per day.

St. Joseph, Mo.—When the case of W. H. Harroun was called June 26 one of the witnesses was absent, and his trial for forgery will be postponed again, probably until October. The case will come before the court July 24. It is said that Harroun will attempt to prove that the bills of lading were genuine.

St. Louis, Mo.—Trade in the July and September wheat options in the pit of the Chamber of Commerce is on the basis of No. 2 red, on account of the preference of the brokers for the old style. Under the rule which went into effect Mar. 15, regular contracts permit the delivery of hard wheat at a discount of 3 cents; but the pit brokers understand that they are trading in old style. As few December contracts were open at the time the rule was adopted, it is believed the old style will be dropped when trading gets into that option.

St. Louis, Mo.—A majority of the grain receivers have decided not to pay the reconsigning charge of \$2. The transportation committee of the Merchants Exchange has made the following report: All the railroads except the C., B. & Q. and the C. & A. claim they are not collecting the reconsigning fee on grain that originates at an Illinois point and is sold and reconsigned to a destination within the switching limits of East St. Louis, provided the cars are ordered within the free time, and that they will refund any charges that have been collected on any grain as stated. For example, a car of grain originates in Illinois and is reconsigned after arriving at East St. Louis to Waterloo, Ill. Granite City, Ill., or track in East St. Louis, the reconsigning will not be refunded. In other words, when the destination is outside of the switching limits of East St. Louis, reconsigning will be charged and will not be refunded.

MONTANA.

Bozeman, Mont.—The Bozeman Eltr. Co. incorporated, \$12,000 capital stock, to buy and sell grain and agricultural produce, and perhaps build and operate an eltr.

NEBRASKA.

Holleran, Neb.—W. H. Ferguson will build another eltr.

Ayr, Neb.—J. H. Pope, of Hastings, has purchased the Koehler grain eltr. He also has a house at Roseland.

Henderson, Neb.—J. I. Kroeker is building an eltr. and will install machinery and supplies furnished by the York Foundry & Engine Works.

Grafton, Neb.—Real & Fennell are improving their eltr.

O'Neill, Neb.—The Atlas Eltr. Co. is building a 30,000-bu. eltr.

Miller, Neb.—The Farmers Grain Co. will build a 15,000-bu. eltr.

Nehawka, Neb.—A. M. Pollard has given his eltr. a new coat of paint.

Lincoln, Neb.—The Brooks Grain Co. incorporated, \$6,000 capital stock.

Auburn, Neb.—Conner & Higgins have purchased a site and will build an eltr.

Table Rock, Neb.—G. W. Butterfield & Co. have installed an improved Hall Distributor.

Memphis, Neb.—Railsback Bros. are improving their eltrs. at Memphis and Greenwood.

Arapahoe, Neb.—The Farmers Grain Shipping Assn. will build an eltr. at once. Chas. Fuller is secy.

Honeyford, Neb.—A Farmers Eltr. Co. has been organized with \$50,000 capital. An eltr. will be built.

Wood River, Neb.—Percy Reed has succeeded W. A. Karr as mgr. of the eltr. for the Omaha Eltr. Co.

Heartwell, Neb.—The eltrs. of W. H. Ferguson and Mr. Morris were damaged greatly recently by a heavy wind storm.

Randolph, Neb.—H. O. Peterson, formerly agt. for the Peavey Eltr. Co. at Lyons, has been transferred to Randolph to take charge of the eltr. for the same company.

Crab Orchard, Neb.—F. M. Sharrett is installing an eltr. and feed mill and will put in a Howe Gasoline Engine and machinery, all purchased from the York Foundry & Engine Works.

Huntley, Neb.—The Hayes-Eames Eltr. Co. will build an eltr. and install a Howe Gasoline Engine, Wagon and Hopper Scales and machinery purchased from the York Foundry & Engine Works.

Bartley, Neb.—The Farmers Eltr. Co. is building a 25,000-bu. eltr. and will install a Howe Gasoline Engine, Wagon and Hopper Scales and cleaners furnished by the York Foundry & Engine Works.

Hildreth, Neb.—The Farmers Eltr. Co. is remodeling its eltr. and installing new stands of eltrs., a 15-h. p. Howe Gasoline Engine and cleaning machinery furnished by the York Foundry & Engine Works.

Monroe, Neb.—The Omaha Eltr. Co. contemplates removing its present eltr. to Ocone and replacing it with a 15,000-bu. cribbed house. If this is done, a brick office will be built and will contain the engine.

Ord, Neb.—The Spelts Grain Co. will install a new gasoline engine to replace the engine which was frozen up and cracked last winter. The company has been trying to repair the old engine ever since the accident, but without success.

Stoddard, Neb.—J. M. Marsh, of Hebron, is building an eltr. It will be equipped with Howe Gasoline Engine, Wagon and Hopper Scales, cleaning and elevating machinery and supplies, purchased from the York Foundry & Engine Works.

Manley, Neb.—Thos. and Sol Keckler, grain dealers, were found guilty, June 27, of an assault upon C. M. Andrus, another grain dealer. They claimed that Andrus had established an eltr. on ground controlled by them and that they were protecting their own interests.

Wahoo, Neb.—The taking of depositions in the suit of Thos. Worrall against the Omaha Eltr. Co. and other members of the Nebraska Grain Dealers Assn. was begun June 26 before H. Gilks, notary public. The first day was taken up with the testimony of Tremmore Cone, who stated that it was formerly the custom for each member to put up \$100 to be forfeited in case he paid above the card price for grain. Mr. Cone testified to a meeting of the grain dealers of Saunders county, held in Wahoo in February, 1901, where all the dealers were organized by Secy. Bewsher. The meeting was a secret one and each firm was compelled to put up a forfeit of \$100 upon condition that they would maintain the agreements there made. According to the testimony of Mr. Cone, these agreements were five in number, viz.: That all dealers should pay only the card price for grain; that no dealer would store grain for farmers; that no dealer would give a farmer the raise in price on further deliveries; that no dealer would ride the country to buy grain, and that no dealer would buy grain in the territory of another. These agreements, the witness testified, have been maintained by those in the pool ever since. The witness stated that Tom Worrall, who now complains of the action, was perniciously active in bringing about the first organization in the county, and had much to say about formulating the agreements about which he now complains. Otto Peters of Yutan, Nels A. Tuverson of Weston, and R. K. Johnson of Valparaiso testified to boycott and pooling. The most damaging testimony was that of R. K. Johnson, who stated there was a written agreement between the three eltrs. at Valparaiso to maintain prices and divide receipts of grain in the proportion of 37½ per cent to R. K. Johnson & Co., 30 per cent to the Nebraska Eltr. Co., and 32½ per cent to the Omaha Eltr. Co. That agreement run for one year, and at the end of any time that might be agreed upon the grain should be figured up and the amount that one had bought more than the other should be paid for at the rate of 2 cents a bus. for corn and oats and 4 cents a bus. for wheat. He put up a check of \$100 with A. B. Jacquith, who was to turn it over to the secy. of the Nebraska Grain Dealers Assn., Mr. Bewsher.

NEW ENGLAND.

Plymouth, N. H.—H. J. Courser has leased a warehouse and will handle grain.

Georgetown, Mass.—J. O. Ellison & Co., of Haverhill, are building a milling plant with 7,000-bu. storage capacity. Steam power will be used.

Hingham, Mass.—The Hingham Grain Mill Co. incorporated, \$20,000 capital stock, to deal in grain, hay, straw, etc. Benj. Andrews, pres.; B. W. Meservy, treas.

Haverhill, Mass.—Several changes will be made in the plants of the local grain dealers in the next 6 months, as grade crossings are to be abolished in the city. New machinery will probably be installed by some of the firms.

The New England Grain Dealers Assn. exerted its united influence to defeat the amendments to the Connecticut demurrage law which would have cut down the time for unloading to 96 hours. Among other facts presented to the committee on railroads of the state legislature by the New England Assn. were the

following: It is a common experience for a grain dealer to have four or five cars arrive at one time, although shipped weeks apart; yet it is only by a special "claim" for refund of demurrage that he may have over 96 hours for the entire five cars. The New York, New Haven & Hartford Railroad has not been entirely free from direct responsibility for delays of this kind. Dozens of cases have been brought to our attention of cars taking from 30 to 50 days to get from one station on their railroad to another. These were almost entirely foreign cars on which per diem was being paid to the western railroad without the consignee having a chance to unload if he wished. The whole matter has been postponed for 12 months. While opportunities for Assn. work are not so numerous as in the west, the New England Assn. is taking care of such matters as do come up, and merits the hearty support of all dealers in its territory. Its secy. is Jay Chapin, Chamber of Commerce, Boston.

NEW YORK.

Buffalo, N. Y.—The Niagara Malting Co. incorporated, \$200,000 capital stock. Directors, Dr. Alexander M. Curtiss, Colman Curtiss and Geo. Meyer.

Brooklyn, N. Y.—The S. A. Vroman Co. has been organized to handle grain, hay and straw in carload lots. The offices of the new company are at 86-88 Kent avenue.

New York, N. Y.—The Produce Exchange at a recent meeting authorized trading in 1,000-bu. lots of wheat for future delivery. The minimum contract hitherto has been 5,000.

Watertown, N. Y.—Farwell & Rhines are building a 50,000-bu. eltr. The house will be 40x60x84 ft. The company expects by the aid of this storage capacity to continue running during the snow blockades.

New York, N. Y.—June, the first month of the operation of the new stock transfer tax law, has returned a revenue to the state of \$400,000, at which rate the annual revenue from the stock transfer tax will be \$5,000,000.

New York, N. Y.—Four days accumulated receipts to dispose of, prices of hay are decidedly weaker—in fact, good No. 1 in large or sooner press, is the only grade selling readily as quoted, and present indications are favorable for continued firmness; anything below that quality, slow to move.—Gilbert Plowman & Co.

BUFFALO LETTER.

Again complaint of light business on 'Change, after which the grain dealer, who has been setting his teeth hard and waiting for the season to drag its slow course through, smiles and says that there is a big crop all 'round to handle soon. Let the speculator try to manipulate that if he dares. We are coming into our own now.

The Chamber of Commerce is keeping up its still hunt in the matter of a new building. There is some activity, but as a rule the people who ought to have the matter in hand are saying that they do not know what progress has been made. The idea is generally approved by members, if a favorable financing can be effected. The present building is getting a trifle less desirable than some city office blocks.

The work of getting the new dock frontage of the American Malting Co. ready for the eltr. and malt house to be erected on the property is going on satisfactorily.

The late spell of hot weather has shown us what would have been the condition of corn in transit if such weather had been common. It went hot so regularly that the eltrs. have been very busy running it over to keep it from spoiling. As the hot spell was short and all possible care was given the corn it was mostly saved without turning color.

The malting business is slow, even reckoning that this is the off part of the year. Owners and managers of the old-fashioned houses are saying that their day is over unless there is a change soon. It is out of the question to compete with the new houses. One of them said lately that offers had been made here lately to make malt at 2 cents a bushel, interest on plant included, while it is costing 8 or 9 cents to make it in some of the old-fashioned houses.—J. C.

NORTH DAKOTA.

Steele, N. D.—The Powers Eltr. Co. will build an eltr.

Kindred, N. D.—The Farmers Eltr. Co. has purchased the eltr. of the St. Anthony & Dakota Eltr. Co.

Hunter, N. D.—A. O. Cornwall will rebuild his eltr., which burned June 15, in time to handle the coming crop.

Washburn, N. D.—The 10,000-bu. eltr. for the Soo Line has been equipped with a marine working annex for shipping by river.

Fargo, N. D.—Thru their attorney 19 Canadian farmers pleaded guilty July 1 to smuggling wheat. The fines imposed aggregated over \$500.

Willow City, N. D.—A. N. Cook, of Taylor & Cook, has let the contract for the erection of an eltr. in one of the new towns on the G. N. extension.

Gwinner, N. D.—The Thorpe Eltr. Co. is building a 25,000-bu. eltr. at the new town of Hove in Sargent county, located half way between Gwinner and Milnor.

Brinsmade, N. D.—The Brinsmade Farmers Eltr. Co. incorporated, \$15,000 capital stock. Incorporators, J. C. O'Connell, Amund Ljstad, Jas. K. Harmey, Eugene J. Rolle and Ole Jacobson.

Kenmare, N. D.—Helgeson Bros. will build 6 eltrs. on the extension of the G. N. Ry. in Bottineau county. The Kenmare Farmers Eltr. Co. incorporated, \$10,000 capital stock. Incorporators, O. Richard, B. A. Enockson, J. R. Beagle, S. P. Nelson, and others. A site has been secured and work will soon commence on a 20,000-bu. eltr., for the new company, which is expected to be completed in time to handle the new crop.

OHIO.

Bellefontaine, O.—D. C. Keller has succeeded Keller & Dowell.

Lyons, O.—J. B. Lyons & Sons eltr. was sold July 5.

Dixon, O.—Long & Long of Convoys will build on the site of the Singer Bros. eltr.

Columbus, O.—Tingley Bros. are putting Boss Car Loaders in at each of their five stations and henceforth the local mgrs. will not kick on the dust or the shoveling.

Russia, O.—W. S. Snyder, of Sidney, has bot C. N. Adlard's eltr.

Lockbourne, O.—H. S. Grimes has leased the O'Harra eltr. for the wheat crop.

New Vienna, O.—The eltr. for the New Vienna Grain Co. has been nearly completed.

Galion, O.—H. J. Weaver has succeeded C. S. Crim in the ownership of the 25,000-bu. eltr. on the Erie.

Pittsburg, O.—Ed. McCue was not contented out of the grain business, so has started to build a 15,000-bu. eltr.

Circleville, O.—The Heffner Milling Co. has succeeded Heffner & Co., and will mill corn only, principally for export.

Wapakoneta, O.—The dealers of the Western part of the state are preparing to indulge in their annual folly of lending bags.

Jewell, O.—J. S. Calkins has just added a new Monitor Oat & Wheat Separator and hereafter will ship these grains in separate cars.

Dayton, O.—M. W. Chambers, a pioneer grain dealer, and very many years in the trade at Dayton, has retired from the grain business.

Reesville, O.—C. Rhonemus is now prepared to deliver clean grain at destination, having installed a No. 4 Monitor cleaner and cleaner leg.

Lippincott, O.—Wilson & Outram have rehored their engine and fitted it up anew and have installed a 500-bu. hopper scale with other improvements.

Norwalk, O.—F. A. Jenkins & Co. is improving his eltr. and installing 2 new legs, a receiving separator, a 22-ft. platform scale and a 1,000-bu. hopper scale.

Caledonia, O.—J. A. Resler is building an 8,000-bu. eltr. and will again embark in the grain business. During the last five years he has given his time to the lumber business.

Covington, O.—D. E. Fall, proprietor of the Covington Mills, has purchased the business of H. H. Baer. Mr. Baer expects to go into the grain business again in the near future.

Paulding, O.—The Farmers Grain Co. is reported to have purchased Asa Smith's eltr. at Antwerp and will operate it in connection with its eltrs. at Paulding, Cecil and Knoxdale.

Toledo, O.—The reduction in grain storage rates made by the directors of the Produce Exchange will not go into effect, since the eltr. proprietors felt that the revenues of the business would not bear reduction. Some of the eltrs. lost money last year. The charges will remain the same as last season.

Toledo, O.—Our directors have carefully considered the advisability of the adoption of the recommendation of the Indiana Grain Dealers and Indiana Millers in joint convention assembled, that No. 3 wheat be deliverable on No. 2 contracts at a stated discount, and decided not to adopt it. It would help the seller, but the miller and exporter who want our No. 2 wheat want nothing else, and buyers in our market will get soft winter wheat, sound, dry and fairly well cleaned and weighing 58½ lbs. to the bushel. No corners are possible in our market, as our rules provide against any such occurrence. Country sellers can sell No. 3 red for future delivery here, if so disposed.—*Toledo Market Report.*

Tiffin, O., July 1.—Sneath & Cunningham's B. & O. eltr. and the hay warehouse of O'Connell & Knepper burned last night. The fire started in the hay warehouse, where 800 tons of hay were destroyed, and was communicated to the eltr. Sneath & Cunningham's loss was \$10,000. The Grain Dealers Mutual Fire Ins. Assn. was the first to pay its share of the loss. O'Connell & Knepper's loss was \$15,000, with \$10,000 insurance. Both buildings will be rebuilt immediately.

TOLEDO LETTER.

Tiffin, O.—Sneath & Cunningham, whose eltr. was burned, have another eltr. on the Big Four, thru which to handle the coming crop.

Beginning with July 1 the grain and seed business of George B. McCabe has been conducted under the firm name of G. B. McCabe & Co. Frank R. Moorman, who has been associated with Mr. McCabe for several years, has taken an interest in the business.

The United Grain Co. holds the banner for receiving the first new wheat on this market, having it stored in the East Side Iron eltr. Since then, considerable new wheat has been moving to this market, all the eltrs. and mills now carrying stocks, ranging from a few cars to a dozen.

Hay men, in attendance at the twelfth annual meeting of the National Hay Ass'n, will be required to leave their "pipes" at home, as the programs, which are now being sent out by H. L. Goeman, chairman of the executive committee, indicates that no smoking will be permitted in the Valentine theatre, where the sessions will be held.

Fred Jaeger, of J. F. Zahm & Co., says: At this time last year there was a brisk demand from Ohio, Indiana, and Illinois mills because of crop failure in those states. This year each state will have a large shipping surplus. This will tend to an accumulation of stocks in all primary markets. There seems to be no chance of exporting wheat on the present basis. Good weather means a liberal movement of winter wheat.—H. D.

OKLAHOMA

Manitou, Okla.—Linze Bros., of Hobart, will build an eltr.

Calumet, Okla.—The Canadian Milling Co. is building an eltr.

Alva, Okla.—Elmer Drake has purchased the eltr. of Geo. A. Harbaugh.

Braman, Okla.—H. E. Horne has been appointed mgr. for the Braman Grain Co.

Hennessey, Okla.—The Star Milling Co., of Kingfisher, has succeeded the Farmers Milling Co.

Okarche, Okla.—Could not do business without the Grain Dealers Journal.—T. E. Standard & Son.

El Reno, Okla.—The Canadian County Mill & Eltr. Co. is building an eltr. about 4 miles from El Reno.

Mountain View, Okla.—The Choctaw Mill & Eltr. Co. is out of business at this station. The Chickasha Milling Co., of Chickasha, I. T., is the only firm buying grain here now. D. E. McBride is local mgr.

Kingfisher, Okla.—The Oklahoma Eltr. Co. has succeeded the State Eltr. Co. Chas. Clark, formerly with the Okeene Roller Mills Co., has charge for the new owners. The Oklahoma Mill Co. has secured the eltr. of W. R. Binkley.



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Clark's Wheat Tables for reducing wagon load weights to bushels reduce any number of pounds up to 4,000 to bushels of 60 lbs. each.

In addition to the regular reduction table, 4 dockage tables showing the dockage on any quantity up to 4,000 lbs., at 1, 2, 3 and 5 lb. dockage are given. Also a table for reducing any quantity flaxseed, rye or shelled corn up to 4,000 lbs. to bushels of 56 lbs.

Printed in 2 colors on heavy Bristol board with eyelet to hang beside scale beam. These six tables will be sent, prepaid, for 50 cents.

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Tickets on sale daily to September 30th. Final return limit October 31st. Also equally low round-trip rates to other points in Minnesota, and to points in North Dakota, Colorado, Utah and Wyoming. For further information apply to F. P. Lasier, G. A., 115 Adams St., Chicago, Ill.

El Reno, Okla.—A. H. Jackman, territorial grain inspector, has resigned to take charge of a line of eltrs. Col. Tom Soward, at one time mayor of Guthrie, and T. English of Renfro, are applicants for the position, which Governor Furguson will fill by appointment.

Oklahoma City, Okla.—The Vilott-Ferguson Grain Co. suffered a \$150 loss recently by fire which started in the engine room of the eltr. It is supposed to have started in a pile of corncocks near a corn sheller. The work of the chemical tanks prevented the spreading of the fire.

Goltry, Okla.—Fred Lovell, mgr. for Goltry & Son, was severely injured recently. He was caught in the fly wheel and thrown to the cement floor, gashing the back of his head and bruising and cutting his face. His left leg was forced under the fly wheel and was ground away to the bone. His recovery is doubtful.

Okeene, Okla.—The Cimarron Valley Co-operative Buying & Shipping Assn. has been organized with \$25,000 capital. It has let the contract for the erection of a 15,000-bu. eltr. It will be equipped with a 1,000-bu. dump, and 6-h. p. gasoline en-H. Molden is pres.; H. E. Rindfleisch, gine. R. H. Molden is pres.; H. E. Rindfleisch, secy. and Geo. Wolz, mgr.

Helena, Okla.—The Helena Mill & Eltr. Co. is building a 500-barrel mill and 50,000-bu. storage eltr., which are expected to be completed by July 20. An electric power plant will be put in later. The whole plant will cost about \$30,000. The officers of the company are: W. A. Berrian, formerly of Camp Point, Ill., pres. and general mgr.; I. V. Immel, secy.; Geo. Hirth, treas.

Oklahoma City, Okla.—A lively game of baseball resulted from the challenge by the Plansifter Milling Co. to the Oklahoma City Mill & Eltr. Co. to play June 24, with an umpire furnished by the Acme Milling Co. All the flour mills of the city closed at 1 o'clock in order that employees might witness the game. The easy victory hoped for by the challengers was turned into an overwhelming defeat by the Okays' superior battery, Allen's curves striking out 16 of the Plansifter batsmen. The Plansifters managed to secure two runs, but failed to connect with Allen's zigzag and rainbow curves, rise balls and ribbon waves. The Okays made 10 runs in the first inning and then played it easy for the balance of the game. The Oklahoma City Mill & Eltr. Co. is proud of its employees' ability to manufacture a superior article of baseball as well as celebrated brands of flour.

OREGON.

La Grande, Ore.—The Oregon Produce Co. is building a grain eltr.

Eugene, Ore.—Growers are trying to form a combination to control the hay crop.

PENNSYLVANIA.

Avondale, Pa.—Pennock & Brosius have completed a 35,000-bu. eltr.

Pittsburg, Pa.—Uniform bills of lading, signed by shippers, are still coming forward. What shippers mean by thus jeopardizing their own interests is beyond us, especially when they are not compelled to do so.—*Pittsburg Grain & Hay Reporter.*

PITTSBURG LETTER.

Quotations for millfeed have not changed to any extent for several weeks, and the situation is not one to encourage dealers in this line.

The market for oats is reported to have taken on a stronger tone in sympathy with western conditions. Dealers still complain that they are unable to do much better than get lay-down prices when making sales. New oats have been offered on the Exchange at 33 cents.

Shelled corn has shown additional strength during the last few days, occasioned by the fact that but little is arriving. Quotations have commenced to look upward, and are somewhat in advance of figures ruling just prior to the first of the present month. Demand is not heavy, however.

Receipts of ear corn are extremely light, and the market is holding steady. At present the demand is limited, but there is a place for a few more cars than are at present arriving, and, while excessive shipments are good things to avoid, it would not be amiss to let some nice, clean yellow corn come forward at once.

Not much straw is coming in, and not much is wanted. A slight impetus was given to the market for a few days, when a scarcity of prairie hay caused some straw to be taken in its place. Most of the arrivals are No. 2 grade, and these have to be sold for just what they will bring. No. 1 grades sell as quoted. Rye straw is the leader, and is steady.

Oscar C. Alexander, who has been superintendent of the Pittsburgh Grain Exchange, and who could be truly said to have grown gray in the service except for the fact that the color of his hair defies time, has been elected to serve in the same capacity for the ensuing year. Charles Culp was at the same time re-elected inspector.

Hay of all kinds was very much on the sick list until within the last few days, when receipts of good timothy fell off to such an extent as to bolster up the market, and No. 1 and 2 grades are now ruling firmer with buyers more active. The very heavy receipts which marked June arrivals are now cleaned up, and the situation is much stronger. Low grades of timothy are practically unsalable. Prairie hay is firm, some new crop now coming forward, and it is wanted.

SOUTH DAKOTA.

Grover, S. D.—Harper Bros. are building an eltr.

Selby, S. D.—The farmers are talking of building an eltr.

Brookings, S. D.—The eltr. for the Atlas Eltr. Co. has been about completed. Mr. Nord will act as agt.

Egan, S. D.—The eltr. for the Moody County Grain Co. has been nearly completed by L. O. Hickok, who has the contract.

Volin, S. D.—Hart & Alder have purchased the farmers' mill and will remove their eltr. to the mill site and also make needed repairs.

Chester, S. D.—The Farmers Eltr. Co. incorporated, \$10,000 capital stock. An eltr. with capacity from 25,000 to 30,000 bu. will be built.

Colton, S. D.—Sites for two eltrs. have been granted at the proposed station called Chester 8 miles north of here on the S. Dak. Cent'l. extension.

Mitchell, S. D.—Plans have been completed for a new corn palace to replace the building which has served as the corn palace for 13 years.

Sioux Falls, S. D.—The Plymouth Eltr. Co. owns and operates all the eltrs. formerly owned and operated by the Walter-Bowman Eltr. Co. Its headquarters are at Sioux Falls.

Platte, S. D.—It is said that the state railroad commission has delayed its decision in the application by the Charles Mix County Farmers Co-operative Eltr. Co. for a site for an eltr. to be built on the railroad right of way to give the farmers an opportunity to strike the penalty clause from their by-laws. It is said the clause placing a penalty of ¼ cent per bu. on sales of grain made to other concerns is unfair to the public and deprives the company of rights to special privileges on railroad right of way.

SOUTHEAST.

Savannah, Ga.—The Mutual Grain & Supply Co. writes that it is going out of business.

Atlanta, Ga.—The grain and produce brokers and wholesale merchants formed an organization June 20 with J. H. Andrews as temporary chairman and H. H. Whitcomb, temporary secy. and treas.

Richmond, Va.—The following officers were elected June 26 at the annual meeting of the Grain & Cotton Exchange: John F. Jacob, pres.; W. F. Richardson, first vice-pres.; R. A. Justis, second vice-pres.

Radford, Va.—The Radford Milling Co. incorporated, \$10,000 capital stock, to conduct a general milling business, buy and sell grain and mill products. Incorporators, Jas. S. Zoll, pres.; Jas. S. Zoll, Jr., vice-pres.; Robert P. White, secy. and treas.

Clarksburg, W. Va.—Chas. E. Pride, a prominent grain and merchandise broker, was found dead in his room at the Waldo hotel June 28. Heart trouble was given as the cause. Mr. Pride was pres. of the C. E. Pride Co., merchandise brokers, and also of the Central Storage Co.

TENNESSEE.

Belfast, Tenn.—A large grain warehouse is being built here in connection with the mill which has just been completed.

Riverburg, Tenn.—D. J. Follis & Co., of Buford, have purchased for \$4,895 the Riverburg Mill property, recently sold by order of the Chancery court to Amos Sanders, they having raised the previous bid.

TEXAS.

Temple, Tex.—A. B. Crouch has succeeded the Crouch-Talley Grain Co.

The Houston & Texas Central Railroad will soon sell 300,000 acres of land in northwest Texas.

Fort Worth, Tex.—The Board of Trade will enlarge the facilities for grain inspection and appoint an additional inspector.

Ennis, Tex.—The Ennis Grain Co. incorporated, \$5,000 capital stock. Incorporators, E. C. Paxton, J. D. Burr and J. D. Wingate.

Ft. Worth, Tex.—The Zinn Coal & Grain Co. incorporated, \$6,000 capital stock. Incorporators, L. L. Zinn, John A. Mugg and R. H. Beckham.

San Antonio, Tex.—R. N. Garrett has opened a grain business. He has sold his interest in the Garrett-Maedgen Grain Co. at Troy.

San Antonio, Tex.—Roy Campbell has decided not to build an eltr. at San Antonio at present, but is building 2 small houses in northern Texas, each to cost about \$2,500.

Godfrey, Tex.—The business men of Godfrey have organized and will build an eltr., which is to be completed in time to handle this year's grain crop. Hugh Pettus is interested.

Celina, Tex.—The Celina Mill & Eltr. Co. will resume operations this week after having practically rebuilt and greatly enlarged their mill. They have added a steel fireproof eltr.

Galveston, Tex.—Grain exports for the 10 months prior to July 1 were 32,000 bus. of wheat and 5,606,117 bus. of corn; compared with 11,154,654 bus. of wheat and 3,406,373 bus. of corn for the corresponding months of last season, as reported by C. McD. Robinson, chief inspector of the Galveston Board of Trade.

No quarantine exists on the shipment of Texas oats at any season of the year in Louisiana, Mississippi and Tennessee. The shipment of oats into Georgia is prohibited by law, except accompanied by a certificate of an entomologist that no boll weevil exists in the section from which the shipment was made. In the Carolinas quarantine is absolute.

Sherman, Tex.—C. F. Gribble has been appointed receiver for the Brackett-Wallace Mill & Grain Co., under bond of \$50,000. He was appointed by Judge Jones on petition of C. S. Arnold and W. O. Brackett, stockholders. It is stated that the company is unable to secure money to handle the large stock of grain on hand, but it is believed that under a receivership the business can be carried on.

WASHINGTON.

Seattle, Wash.—Nothing is doing in Puget Sound grain charters.

Ellensburg, Wash.—The Ellensburg Hay & Grain Co. is building a warehouse.

Woodville, Wash.—J. O. Evenson has completed his 30,000-bu. eltr. and feed mill.

Hatton, Wash.—A. L. Phelps and J. T. Bratton have leased the warehouse of the Tacoma Grain Co.

Olympia, Wash.—H. L. Votaw having resigned to become postmaster, the position of secy. of the state grain commission is vacant. Sam Hice, a former councilman of Tacoma, is a candidate.

Pomeroy, Wash.—M. H. Houser has purchased additional ground and will build a 150-barrel mill and 100,000-bu. steel storage tank for wheat, to replace the plant which burned in the spring. The O. R. & N. Co. will extend a spur to the new mill.

Connell.—The Eastern Washington railroad will be built within two months and in time to move the present wheat crop. The contract for the construction of the work has been let to Chicago parties, and is being pushed to completion. The road will be 33 miles in length and will run from Connell to Fletcher.—M. E.

Spokane, Wash.—The Farmers Grain & Supply Co. at its annual meeting elected the following officers: I. J. Ballinger, of Cheney, pres.; Wm. Gemmill, of Wil-

bur, vice-pres.; E. W. Swanson, of Spokane, secy. and treas. Altho the company has been in existence but 2 years it handled during the past year 650,000 bus. of wheat and 320,000 bus. of oats and barley thru its line of 12 warehouses and eltrs. in eastern Washington.

WISCONSIN.

Eau Claire, Wis.—The W. J. Davis Milling Co. will build an eltr.

Milwaukee, Wis.—Memberships in the Chamber of Commerce are selling for \$400, with dues paid for the current year

Fond du Lac, Wis.—John Reinig, pres. of the Fond du Lac Malt & Grain Co., died June 24 as the result of a fall 2 days before.

Milwaukee, Wis.—Residents having complained of the odor the health commissioner has ordered E. P. Mueller to stop drying grain at his plant in Commerce street.

Superior, Wis.—The Republic Eltr. Co. expects to have its plant completed by Dec. 1. The equipment will include 3 large steel boots, 24 ft. long, 9 ft. deep and 7 ft. wide.

Milwaukee, Wis.—Geo. W. Goes, of Wm. Gerlach & Co., maltsters, shot and killed himself June 29 in the cellar of the company's plant. He had been in ill health for some time.

Milwaukee, Wis.—The Western Union Telegraph Co. has yielded to the desire of the Chamber of Commerce for a list of customers to whom market quotations are distributed. Bucket-shops will be stricken from the list.

Superior, Wis.—The Board of Trade has failed to agree on the appointment of any one man as the Wisconsin member of the Superior Grain Inspection Board, and has occasioned the delay in completing the Board.

Superior, Wis.—The Superior Board of Trade has 26 applications for membership pending. A month ago a membership in the Board of Trade could have been purchased for \$25, now they are selling for more than \$200.

Milwaukee, Wis.—The following eltrs. have been declared regular for the delivery of wheat, oats and corn on contracts in the Milwaukee market by the Chamber of Commerce: Armour A and B and B annex, Armour C, Calumet C, Central A, Chicago and St. Louis and annex, National, Peavy B, St. Paul and Fulton annex, South Chicago C and annex, Union and annex.

Superior, Wis.—Acting Governor Davidson on July 6 appointed Homer Andrew of Superior, John D. Shanahan of Buffalo, and M. F. Swanson of Michigan City, N. D., as the board of Superior Grain Inspection Commissioners. Mr. Shanahan is well known to the trade as the efficient and popular chief inspector of the Buffalo Chamber of Commerce, which recommended Mr. Shanahan for the office. The Minnesota Railroad and Warehouse Commission has announced its intention to withdraw the Minnesota state inspectors and weighmen from Superior.

Superior, Wis.—The first day's business in the new wheat pit of the Board of Trade started with a whirl. Four hundred thousand bus. of wheat for delivery on Superior and Minneapolis markets was traded in the first day of the option market, June 27. Articles to incorporate a clearing house have been forwarded to

Security Envelope Co.'s

Metal Clasp Flour and Grain Envelopes

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More of this style used than all others combined. Write us for prices.

MINNEAPOLIS, MINN.



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Mfrs. of the Minster Friction Clutch Pulley Friction Cut Off Couplings: Friction Clutches with extended sleeves, to which wood split pulleys, sprockets, gears, etc., can be attached. Catalog and prices on application.

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You know you should not make a Success in the Grain business if you had not spent years studying it and yet you attempt to trade in the options and in Stocks without knowing ALL about it.

We give up all of our time to studying the markets and market conditions. You ought to know us and our methods.

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GRAIN RECEIVING LEDGER FORM 43

Is designed for use by grain buyers who keep individual accounts and is ruled for facts regarding wagon loads received from farmers. Each book contains 200 pages and each page is ruled for records of 42 wagon loads. The pages are numbered and a good index is bound in front part of book. Each page can be used for one or more accounts as desired.

The pages are 8 1/4 x 13 3/4 inches and ruled with column headings as follows: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks. The paper used is heavy linen ledger, bound in heavy cloth half Russia.

Price \$2.00

Grain Dealers Company

255 La Salle Street

CHICAGO, ILL.

the secy. of state. A number of Kansas City bucket-shop men have applied for membership; and the Edwards-Wood Co. is among the first to open an office in the Board of Trade bldg. Business in Duluth has been so dull that some of the members of the Duluth Board of Trade are disposed to cast their lot with Superior. The eltr. companies will probably patronize the Superior Board if its rules are made favorable to their business. The new Wisconsin grain inspection law gives Superior special privileges in the control of its own inspection, obviating the constant friction which has been the rule between Duluth and Minneapolis. A promising future is open to the Superior Board of Trade provided the control does not pass to the bucket-shops.

The third annual meeting of the Wisconsin Grain Dealers Assn. will be held at Milwaukee July 20 and 21. An attractive program is being prepared, and will include an address upon "Barley" by Professor R. A. Moore, whose services have been secured by Secy. Potter. Professor Moore is an enthusiastic worker to improve the small grain crops. His description of a new variety of barley will be listened to with interest. Other subjects of vital interest will be handled by able speakers. This convention is expected to prove the largest and most interesting ever held in the state. The commission men of Milwaukee will contribute liberally to the entertainment of visiting dealers. It is particularly gratifying to learn that the receivers at Milwaukee are inclined to work closely with the Assn., as it clearly demonstrates sympathy and co-operation and invites more friendly relations with the grain shippers of the state. Every grain man who can possibly get away should attend to lend his presence and support to an organization which without question merits co-operation.

MILWAUKEE LETTER.

W. G. Roberts is one of the many who cannot stand living away from Milwaukee. He has returned from California to re-enter the grain business here.

Sentiment in certain quarters is quite pronounced for holding another Interstate Commerce Law Convention in October, and steps may be taken shortly to call one.

Although the reciprocal demurrage bill failed of passage at the last session of the legislature, it is "not dead but sleepeth," and will be made an issue two years hence. By that time the sentiment in its favor will probably be better organized.

Ch. of Com. certificates are selling at a relatively low price, and the present is a good time to buy. Country dealers who wish to acquire memberships, in order to secure the privileges which go with them, will do well to take the matter up through their commission houses here.

The withdrawal of reconsigning privileges to Chicago on grain originating at stations on the northern divisions, which was alleged to be impending, has not materialized. On the contrary, announcement is made that the present arrangement will continue in force. All sorts of rumors of "retaliation" are afloat, as a result of the passage of the rate law, and it is charged that the railroad companies are attempting to create sentiment against the latter by cutting off this, that and the other privilege, saying that they are "obliged" to do so; but it all proves to be mere talk.

Good milling wheat now coming on the market is readily taken at relatively good prices, but off-grades drag, as usual. Sample barley also sells well. Rye is rather dull. Corn rules firm and generally higher. Oats can be disposed of to excellent advantage, if suitable for the local feed trade, and all offerings find buyers. Seeds hold steady and are bringing fair prices. Altogether, the situation is very favorable for this time of the year.

The new Wisconsin Railroad Commission will shortly be organized, as one of the members who was in Europe has returned home. There is a great deal of work for it to do at the outset, and many predict failure for the body unless a Secretary is secured who knows something about railroad rates from actual experience. The Commissioners, themselves, are theorists, although one formerly held a cashiership with the Omaha road. The others are a university professor and a lawyer.

Despite the fact that the local roads are putting on a large number of new cars, their carrying capacity is being taxed by the unusually heavy movement of freight for this time of the year. A leading official states that orders for rolling stock placed in the East some months ago are rapidly being filled and that a special effort will be made to get everything possible into service by the time the crops begin to move. The Milwaukee road is building its own cars, very largely, at the shops near this city, which are about to be enlarged.

Three boys caught stealing wheat from the Standard Milling Co. have been leniently dealt with. Their arrest may and probably will exert a deterring effect upon others who find it easy to pick up a living in this way, but it would be better if the courts meted out justice with a little firmer hand. It is said on good authority that a large quantity of grain, in the aggregate, is stolen from the railroad yards and switch tracks each year. There are long stretches which the watchmen find it difficult to patrol, so energetic measures of some kind are desirable.

With the manifest purpose of "living up to" the letter and spirit of the new rate law, the railroads of Wisconsin have called for the return of all passes not used by legitimate holders, such as officials, employees and others closely connected with the transportation service. If the issuing of passes is properly restricted, it will clearly be a good thing, for no little "influence" has heretofore been bought with these bits of cardboard, and it is alleged that favored shippers have received an unlimited supply. The carriers have, in fact, been held up for courtesies of this kind, and the passenger officials are glad to have an excuse for refusing them.—T.

Strong locks an' heavy safes keep lots uv fellers honest.—*Josh Wise.*

Consolidated Broker—I have just made up my annual balance sheet, and do you know that on last year's operations I lost over \$250,000? It's a fact, and the worst of it is that fully \$100 of that was my own money!—*New Yorker.*

Frank Bigelow's excuse for using the money of the First National Bank of Milwaukee for wheat speculation is that "it looked like an absolutely safe proposition." It always does, but never is.—*Minneapolis Journal.*



What Will the Weather Man Do Next Week.—Zahm's Circular.

Flour Leads Wheat.

Exports of wheat during the month of May were only 123,551 bus., compared with 1,049,380 bus. in May, 1904, as reported by O. P. Austin, chief of the bureau of statistics.

Exports of wheat flour were 897,985 barrels during May, compared with 650,260 barrels during May a year ago. That the millers permitted very little wheat to escape their clutches is apparent when it is considered that the 123,551 bus. exported, if ground into flour, would only have added 30,000 barrels to their total of nearly 1,000,000 barrels.

For the 11 months prior to June 1 the total value of the wheat exported was \$3,892,000, while the flour exports were valued at \$37,187,000.

The miller now enjoys the privilege of mixing imported and domestic wheat, and exporting the product, while by the latest decision of the Treasury Department the grain elevator operator is denied the right to mix imported and domestic wheat and to export the mixture under the drawback law.

Still the millers complain that wheat is given a lower rate than flour, and are seeking thru their superior organization to secure for themselves preferential freight rates and favorable legislation.

"And you promised me that you would never speculate again." "I know it, but it was such a temptation. I bot wheat at 73 and sold at 83." "Oh, George, how could you? It went to 90!"



A Ray of Hope.—Minneapolis Journal.

Annual Meeting of the Miami Valley Assn.

The annual meeting of the Miami Valley & Western Ohio Grain Dealers Assn. was called to order by Pres. McCue at the Phillips House, Dayton, O., June 22, at 2 p. m.

The roll call showed 100 firms represented.

The minutes were read and approved.

Communications from E. F. Griffis and F. C. Nutt, of Sidney, and a telegram from C. B. Jenkins, of Marion, who were unable to be present, were read.

Secy. Miller, after commenting on the situation in general and conditions existing, reported the finances as follows: Receipts from all sources, \$1,007.20; orders drawn on treasurer, \$987.88; balance in treasurer's hands, \$19.32.

Treasurer's report showing balance in his hands of \$19.32 was presented.

The reports of the Secy. and Treas. accepted and filed.

The President named the following committees to serve throughout the meeting: Auditing, Wm. Persinger, L. C. Allinger and C. Bayman. Arbitration, J. Leas, J. F. Detrick and J. Hauss. Resolutions, J. Rowe, J. Wolcott and Ward Simmons.

"Shall We Continue as an Association" was discussed by E. A. Grubbs, A. A. Penny, Jos. Timmons, Grant McMorran and J. W. McCord.

A motion to continue was carried unanimously by rising vote.

A motion providing for the appointment of a Comite on Nominations was carried, and the following were appointed: J. H. Musselman, W. G. Parent, Ogden Edwards, J. E. Wells and T. B. Marshall.

The committee made the following report:

Pres., Grant McMorran, St. Paris, O.; Vice-Pres., J. H. Conger, Eaton, O.; Secy., M. W. Miller, Piqua, O.; Treas., C. N. Adlard, Piqua, O.

Members of the Governing Board: Miami County, J. G. Meyers, Pleasant Hill, O.; Darke County, C. S. Pierce, Union City, Ind.; Preble County, John Leas, West Manchester, O.; Auglaize County, Jacob Hauss, Wapakoneta, O.; Logan County, Jos. Timmons, Belle Center, O.; Champaign County, E. T. Woodcock, Urbana, O.; Clark County, J. F. Plice, New Carlisle, O.; Shelby County, E. E. Nutt, Sidney, O.

The Auditing Committee reported as follows:

We, the undersigned, having examined the books of the Secy. and Treas., find them true and correct to the best of our belief.

The Arbitration Committee reported that nothing had been presented to it.

The reports of the committees were accepted and ordered filed.

The Resolutions Committee reported the following resolution and recommended its adoption.

Resolved, That Sections 2 and 3 of the By-Laws, reading:

"The annual dues shall be \$10.00 per year, payable semi-annually in advance," shall be changed to read: "The annual dues shall be \$10.00 per year, payable in advance, at the first of each year the dues shall be due and payable at once. At the end of ten days after due notice has been sent out, the Secretary shall be authorized to make sight draft on all members in arrears, and all members refusing to pay said drafts shall be considered out of the Association and immediately cut off from all benefits."

Moved and seconded that the report of the Resolutions Committee be accepted and the recommendation adopted. Carried.

It was moved and seconded that a vote of thanks be tendered visitors for their attendance and support. Carried by rising vote.

A motion to adjourn prevailed.

The new Governing Board met and organized for the year by naming the following permanent committees:

Arbitration Committee: H. C. Helm, Greenville; J. H. Conger, Eaton; Wm. Ludwig, Jackson Center; Ogden Edwards, Troy, and Geo. Leggate, Westville.

Legislative Committee: H. M. Allen, Troy; E. A. Grubbs, Greenville, and J. E. Wells, Quincy.

Committee on Railroad Matters: C. N. Adlard, Piqua; E. E. Nutt, Sidney; W. G. Parent, Union City, Ind.; Jacob Hauss, Wapakoneta, and Wm. Woodward, Urbana.

Supply Trade

The Waterloo Gas Engine Co., of Waterloo, Ia., has employed C. R. Hallowell as traveling salesman to cover Iowa.

The Otto Gas Engine Works of Philadelphia, Pa., have mailed their friends a booklet entitled "Some Reasons Why," handsomely illustrated, showing good points of the Otto engine.

The Portable Wagon Dump & Elevator Co. has been incorporated at Chicago, Ill. The capital stock is \$25,000, and the incorporators are John F. White, Gustave Kenzelmann and Chas. W. Hills.

The Globe Automatic Sprinkler Co. has been incorporated at Minneapolis, Minn. The capital stock is \$100,000, and the incorporators are John McCulloch, C. B. Garrett, W. G. Nye, J. B. Duffy and J. D. Shearer.

The Foos Gas Engine Co., of Springfield, O., has recently installed a number of new machine tools and lathes to increase the output of the shops to meet the enlarged demand. The factory is running at full capacity.

"Yes, I am the mother of three children, two of whom are living. The other—excuse these tears—"

"Yes, certainly, you poor thing!"

"The other works in a store that doesn't advertise."—Fort Worth Record.

The Alma Mfg. Co., manufacturers of gasoline engines at Alma, Mich., has established a distributing house and salesroom at 304 Dearborn street, Chicago, Ill., in charge of E. L. Gates, who has had long experience in the gasoline engine trade.

Five wheat smugglers were fined recently in the United States court at Fargo, N. D.

An European importer recently lost \$37,000 on 200,000 bus. of American corn that got out of condition.

When grain grading has been reduced to a science will every grain dealer have to take a college course?

The American steamer Calchas, with 13,000 sacks of flour, has been released by the Vladivostok prize court.

HOW TO BUY AN ELEVATOR

The cheapest, quickest and most satisfactory way to buy an elevator is to make your want known to all elevator owners thru the "Elevators Wanted" columns of the Grain Dealers Journal.

Not only are you sure to have a greater variety to select from, but you can depend upon obtaining the full advantage of the bottom price. Nothing is added for commission or "a percentage in case a high price is obtained."

Read what others have done:

D. Bestor, Lenox, Ia.: Please discontinue my advertisement of elevator wanted. I have received enough propositions for the present.

C. F. Barnhouse, Morral, O.: Have lots of answers to my adv. of elevator wanted.

J. W. Benson & Co., Heron Lake, Minn.: We have bot the elevator of W. J. Kinne thru the ad in the Journal.

Julius Kunz, Wesley, Ia.: Since inserting my ad I have procured two elevators. I am in touch with several other propositions and will no doubt be able to close on some more; all of which came about thru the recent ad run in the Journal.

R. J. Riley & Co., Symerton, Ill.: You may discontinue my advertisement of elevator wanted. I am getting elevators offered on all sides, and think I can get one out of the lot.

E. R. Ulrich & Sons, Springfield, Ill.: Please discontinue our advertisement (elevator wanted) in the Grain Dealers Journal, as we have as many applications as we care for at present.

McMorran Bros., St. Paris, O.: You will please discontinue the ad as we have about all the correspondence we can take care of.

W. O. Rearick, Milroy, Pa.: Please discontinue my ad in your Journal for elevator and coal business wanted, as I am now offered so many good places through your valuable paper, that I hardly know which to go to see first.

Robinson's Telegraphic Cipher Code (Revised)

Is more extensively used by Grain and Provision Dealers and Millers

than all other codes combined. It is compact, small and can be easily carried in the pocket. It has been revised and fifteen pages added. Every cipher word, quotation and phrase in former editions has been retained. Get the latest edition; by using it your messages will be understood, you will save time and expense. Price, bound in leather, gilt edges, \$2.00; cloth binding, \$1.50. Your name in gilt letters on front cover 25 cents extra.

GRAIN DEALERS COMPANY
255 La Salle St. CHICAGO, ILL.

Supreme Court Decisions

Where a carrier is paid full freight for carriage to a destination beyond the termination of the carrier's line, the contract is to carry the goods through to their destination, and the first carrier is responsible for the delivery of the goods.—*Eckles v. M. P. Ry. Co.* St. Louis Court of Appeals, Mo. 87 S. W. 99.

Where there was unreasonable delay in the shipment of a consignment of grain, and the market price, declined during such delay, the carrier was liable for the difference between the price of the grain at the time it should have arrived and at the time it did arrive.—*Chicago, R. I. & P. Ry. Co. v. C. C. Mill, Elevator & Light Co.* Court of Civil Appeals of Texas. 87 S. W. 753.

The admissions and declarations of common law arbitrators, made during the course of an attempted arbitration, do not constitute an award; and in the absence of any evidence that a final award was made by the arbitrators, it will be conclusively presumed that none was made.—*Miller v. Carnes.* Supreme Court of Minnesota. 103 N. W. 877.

Where a broker sues to recover from a customer moneys alleged to have been lost in stock transactions, and admits that the intent was that, when the transactions were closed, the amount lost or won was to be determined by the fluctuations of the market, it shows only a wagering contract, on which plaintiff cannot recover.—*Hurd v. Taylor.* Court of Appeals of New York. 73 N. E. 977.

One who accepts and acts on an indemnity bond without objection is bound by the limitations in its terms, though it does not cover the risks contemplated by the obligee. In the absence of mistake, fraud, or ambiguity, the legal effect of the terms of a bond cannot be modified by extrinsic evidence of any preliminary negotiations or agreements, or as to how the parties understood the transaction.—*Orion Knitting Mills v. U. S. Fidelity & Guarantee Co.* Supreme Court of North Carolina. 50 S. E. 304.

Code, sec. 1706, relating to mutual fire insurance companies, declares that the directors shall, as often as necessary after receiving notice of any loss or damage, determine the sums to be paid by the several members thereof, as their respective portions of such loss, assess the same against them, respectively, and notify them as prescribed by the by-laws. Held, that an insurance company subject to the provisions of such section had no power to delegate to the secretary the authority conferred on the directors to levy assessments.—*Farmers Milling Co. v. Mill Owners Mut. Fire Ins. Co.* Supreme Court of Iowa. 103 N. W. 207.

Where the secretary of a mutual fire insurance company had no power to levy an assessment, failure of assured to pay an assessment levied by him was no ground for cancellation of policies issued to the assured. Where, after loss, defendant, a mutual insurance company, denied liability solely on the ground of plaintiff's failure to pay an assessment

which had been illegally levied, defendant could not, after suit brought and costs incurred by plaintiff, claim freedom from liability on the ground that plaintiff's policy had been canceled by the exercise of the discretion of defendant's board of directors, as authorized by one of its articles of incorporation.—*Farmers Milling Co. v. Mill Owners Mut. Fire Ins. Co.* Supreme Court of Iowa. 103 N. W. 207.

Where a vendee had established his homestead on land, on which he had given notes for the purchase price, secured by a vendor's lien, and died without having paid all the notes, the vendee's administrator was not entitled to treat the proceeds of crops raised on the homestead subsequent to the vendee's death, and turned over to him by the widow, as assets of the estate, instead of applying them on the lien notes, of which he was the holder; and, as against a donee of the notes after maturity, the widow was entitled to a credit on the notes for the amount realized by the administrator from the sale of crops turned over to him by the widow.—*McCord v. Hames.* Court of Civil Appeals of Texas. 85 S. W. 504.

Defendants contracted to deliver plaintiff two cars of wheat f. o. b. at a certain point, to be conveyed to another point. Plaintiff refused to accept the wheat sent him, claiming that it was not of the kind contracted for, and sued for breach of contract. The jury, in their verdict, found that the wheat was delivered f. o. b., as specified by the contract, and further found that the wheat refused by plaintiff had no market value, although there was nothing to show that it was injured by the negligence of the railroad while en route; and it was further shown that dry wheat would not be injured by going through a natural sweat. Held, that the findings of the verdict were inconsistent, and it would not support a judgment for defendant.—*Commerce Milling & Grain Co. v. Morris & Parker.* Court of Civil Appeals of Texas. 86 S. W. 73.

Bankr. Act July 1, 1898, c. 541, sec. 2 (7), 30 Stat. 545 [U. S. Comp. St. 1901, p. 3421], empowers courts of bankruptcy to cause the estates of bankrupts to be collected, reduced to money, and distributed, and to determine controversies in relation thereto, except as otherwise provided. Section 2 (15) authorizes such courts to make orders, issue process, and enter such judgments, in addition to those specifically provided for, as may be necessary for the enforcement of the provisions of the act; and section 7 (4), 30 Stat. 548 [U. S. Comp. St. 1901, p. 3425], declares that the bankrupt shall execute and deliver such papers as shall be ordered by the court. Held that, where a member of the New York Stock Exchange contributed his membership to a firm which thereafter became bankrupt, the court of bankruptcy had jurisdiction to compel him to execute a transfer thereof for the benefit of the firm's trustee in bankruptcy.—*In re Hurlbutt, Hatch & Co.* Circuit Court of Appeals, Second Circuit. 135 Fed. 504.

An operative employed to sweep the floors of a mill was, under the claim of plaintiff, transferred by his employer to the task of cleaning the unguarded gearings of the machinery and their connections, without warning of obscure existing dangers, and while executing what he understood to be the instructions of

his superior in employment was injured. Held, that it is the duty of the employer not only to give an inexperienced servant proper warnings and instructions of obscure dangers, which he ought to know, but to convey his directions to perform any required duty in so plain and intelligent a manner that the same may be understood, and for a failure in this respect which occasions injury the master is liable for the damages sustained by reason thereof. Held, further, upon the facts, that it was a question for the jury, under the evidence, whether an employee was directed, by instructions actually given, to clean the gearings and connections upon which he was at work when injured. It was also a question for the jury whether such employee was directed by his superior to clean such gearings immediately, or at a future designated time, when the mill was not in operation.—*Small v. Brainerd.* Supreme Court of Minnesota. 103 N. W. 726.

Payment for grain destroyed by fire must be made to the farmer by the grain dealer when the only evidence of the transaction is a memorandum of the weight delivered to the elevator. The Supreme Court of Indiana has recently so decided in the suit brot by Lafayette Jordan, a farmer, against James Thompson, grain dealer, to recover \$78, the value of 131 bus. of corn, destroyed when the elevator was burned, May 10, 1902. Jordan, an unknown man, sent the corn to the elevator May 8 and obtained a memorandum of the weights, but did not disclose directly or indirectly whether he intended the delivery to be treated as a sale or as a deposit for storage. Under established usage Jordan was entitled to demand payment at any time after delivery at the price on the day of demand, within 30 days. Jordan made a demand for payment on May 24, after the corn had been burned. In accordance with usage the corn had been thrown into a common bin with all corn of like quality. Thompson had on hand at the time of the fire enuf corn of same quality to have returned to all depositors the amount in storage. The Supreme Court said: If the transaction was a sale, the loss was Thompson's; if a bailment, the loss was Jordan's. The distinction between the two, as applied to grain dealers, is clearly established in this state. Where a grain dealer operating a warehouse receives grain on deposit for the owner, to be commingled with other grain in a receptacle, from which sales are made in the regular course of business, the dealer keeping constantly on hand sufficient grain of like kind and quality for the depositor and all other receipt holders, ready for delivery to them on demand, the contract is one of bailment. Where an owner, knowing that the established custom at the elevator is to mix all grain, whether purchased outright by the dealer or received by him in store for others, and that such commingled mass was subject to sale by the dealer without the assent of the depositors, delivers grain at the elevator without any agreement at the time that the grain shall be held in store, and without disclosing the purpose of the delivery, whether for sale or to be placed in store, the matter must be treated as a sale and not as a bailment. The bailment theory, insisted upon by Thompson, which we have seen must rest upon contract, finds no support either in express stipulation or as implied from custom, and the question must therefore be decided against him.—73 N. E. 1088.

Grain Carriers

The Grand Trunk on Sept. 1 will take control of the Canada Atlantic.

Eight cars loaded with grain were partially demolished in a wreck July 2 on the Soo Road at Almena, Minn.

Grading is progressing on the 52-mile extension of the Chicago, Burlington & Quincy from Centralia to Herrin, Ill.

Contracts have been let for the construction of the 103 miles of the Ashland, Neb., extension of the Great Northern Road from Sioux City, Ia.

The proportional rate of 7½ cents on wheat from Minneapolis over the Wisconsin Central to Chicago was withdrawn before it went into effect.

Five U. S. engineers are surveying the Rock River from the state line to Beloit, Wis., to determine whether or not the stream can be made navigable by canals and locks.

Chas. Young, of Albion, Mich., has chartered the steamer Benton and the barge S. B. Pomeroy for the entire season to carry hay between Port Huron and Buffalo.

Present rates on grain from Chicago to the eastern seaboard are to be continued by the Central Traffic Assn. until Aug. 31. Rates from Chicago to Virginia cities have been advanced 2 cents.

The federal government began contempt proceedings against the Santa Fe Railway at Kansas City July 1 for alleged violation of the order of Judge Phillips issued March 24 restraining the giving of rebates.

Damming Lake Erie to raise the level in the harbors will be one of the principal subjects to be considered by the International Waterways Commission at its meeting in the Board of Trade bldg. at Montreal, July 11.

A hearing will be held by the Interstate Commerce Commission at Louisville, July 14, on the shrinkages in the East St. Louis grain rates and the cutting of the Louisville rates by the substitution of expense bills.

On condition that a direct steamship service be maintained between Quebec and England, the harbor commissioners have given the Quebec Transport Co. the exclusive use of the Leyland line berth, and has removed all harbor dues on that company's vessels and freight.

The Frisco System has suspended its cut of 2 cents in the rate on grain from Kansas City to Memphis. The Frisco has a right to make the rate to Memphis the same as to Chicago, but has consented to delay making it effective until September, pending a conference of all lines interested.

Grain shippers will welcome as a Christmas present an order for cars like that given the Greenbrier Coal & Coke Co., of Columbus, O., on June 22, requiring the Norfolk & Western Railroad to furnish 2 per cent of its cars to the coal company, as the result of mandamus proceedings in the federal court.

It is reported that a new grain route from Duluth to the east will be opened up across Wisconsin by an extension of

the Wis. & Mich. Ry., operating in connection with car ferries running out of Peshtigo harbor. This may cause some diversion of through business from Milwaukee, but local interests are not likely to be seriously affected.—I.

Shippers of Zumbrota and Pine Island, Minn., appeared before the Minnesota State Railroad and Warehouse Commission, June 21, to protest against the 15-cent rate to Chicago when Red Wing is given a 12½-cent rate on grain. The Minnesota Commission has decided to appear before the Interstate Commerce Commission as intervenor, under the provision of the law enacted by the last legislature.

The waterways convention at Cincinnati, O., June 29-30, was attended by 50 delegates from commercial and river and harbor improvement assns. who had been called together by the Ohio Valley Improvement Assn. Isaac M. Mason, of St. Louis, was chosen pres. of the Cincinnati conference, and a call was issued for a national waterways convention to be held at Washington early in the next session of congress, to arouse the government to a more liberal policy.

E. P. Bacon is confident that the Senate will pass a strong remedial measure on the lines of the Esch-Townsend Bill, but from his experience during the hearings from which he recently returned, he thinks that the Senate Committee will be divided in its report, unless the commercial organizations of the country are stronger in the expression of their desire for this legislation. There were twenty railroad men present at the hearings to one representative of the shipping interests.—I.

One of the largest cargoes of corn carried out of Chicago was loaded into the steamer Midland King at the Illinois Central Elevator June 30. The cargo consisted of 218,200 bus. Altho it is stated the cargo is for Canadian consumption, it is claimed by some that it is destined for export by way of Portland, Me., which would appear to be a violation of the law forbidding the transort of freight between U. S. ports in any but American bottoms. The Midland King is a Canadian craft.

On complaint of farmers against the Canadian Pacific and the Grand Trunk the Candian Railway Commission has issued the following order: "The board doth order that the respondent companies restore the equilibrium between their freight rates on grain and its products by reducing the rates now charged on grain to the same basis as charged on the milled products thereof." Unlike orders issued by the United States Interstate Commerce Commission, the edict of the Canadian Commission will be obeyed to the letter.

Among hearings to be held by the Interstate Commerce Commission in the near future are the following: At Little Rock, July 19, the complaint of Adams Bros. & Co. against the Missouri Pacific of alleged undue prejudice in permitting manufacturers of flour at St. Louis, who purchased railroad expense bills on wheat shipped into St. Louis, to use them on consignments of flour from St. Louis to Arkadelphia, giving them a lower rate than complainants are compelled to pay; at St. Louis, July 21, St. Louis Hay & Grain Co. v. Illinois Central Railroad and others, alleging unjust rates for reconsigning hay at East St. Louis.

Clark's Decimal Grain Values:

Saves Time, Money and Prevents Errors.

It shows at a glance or with the simplest addition the cost of any quantity of grain at any possible market price and reduces pounds to bushels on the same page.

The values are shown directly from the pounds without reducing to bushels.

Quantities are shown in red figures, and values in black. The price being given at top and bottom of columns on each page.

Reductions to bushels are given in two columns, the larger showing the equivalent of the full line, or thousands, in the quantity column; the smaller the hundreds only.

The complete book comprises four sets of tables as follows:

No. 31. Oat Values 10 to 79 cts. per bushel and reducing any weight to bushels of 32 pounds. Bound in manila. Price, \$2.00.

No. 32. Corn, Rye and Flax Seed Values, 10 cts. to \$1.09 per bushel, and reducing any weight to bushels of 56 pounds. Bound in manila. Price, \$3.00.

No. 33. Wheat, Clover, Peas and Potato Values, 30 cts. to \$1.59 per bushel and reducing any weight to bushels of 60 pounds. Bound in manila. Price, \$2.00.

No. 34. Barley and Buckwheat Values, 20 cts. to 1.49 per bushel, and reducing any weight to bushels of 48 lbs. Bound in manila. Price, \$2.00.

These tables can be used for Timothy Seed at 45 pounds per bushel and for Corn in the Ear at 70, 72, 75 and 80 pounds per bushel.

No. 35. The complete book contains the four sets of tables, printed on best linen ledger paper and bound in cloth half leather. Price \$6.00 per copy.

No. 36. The same as No. 35, but printed on 80-lb. book paper. Price \$5.00 per copy.

For any of the above, address

Grain Dealers Co.,
10 Pacific Ave. Chicago, Ill.

SHIPPERS' RECORD BOOK NO. 20

is designed to facilitate the book-keeping of grain shippers, and to minimize the labor of keeping a complete record of each car shipped. The book is 9½x12 inches and contains 100 double pages of superior paper. It is well bound, ruled in two colors, and the column headings clearly printed. Spaces are provided for records of 2,900 car loads.

At top of left-hand page, in bold-faced type, are the words, "IN ACCOUNT WITH," and at top of facing page is dotted line for name of firm to whom grain is sold. It is intended that records of shipments to each firm shall be kept separate. The column headings on the facing pages are: Date of Sale, Date of Shipment, Car No., Initials, Amount Sold, Kind of Grain, Weight, Price, Draft, Remarks, Date Returned, Weight Returned, Overdrawn, Net Proceeds, and Balance.

Wide columns are provided for recording these facts under the respective heads. Price, \$1.75. Address

GRAIN DEALERS COMPANY
255 LaSalle St., CHICAGO, ILL.

GRAIN BUYERS No. 66 WEIGHT AND COPY BOOK

A new scale book that saves time and prevents errors. It is 12x12 inches, contains 225 pages and has room to record 7,425 loads.

Price, \$2.00

GRAIN DEALERS JOURNAL
255 LA SALLE ST. CHICAGO, ILL.

A Convenient Corn and Oats Elevator.

In the accompanying cuts are shown the plans of a well arranged eltr., especially suited to the needs of a grain man handling principally corn and oats. This house is not a large one, having a capacity for only 15,000 bus. of small grain and 5,000 bus. of ear corn.

The elevator is approached by a long driveway which rises to the second floor at the eltr. and extends on thru the crib. In the driveway are five dumps; the first two dump direct to the receiving sink at the eltr. boot, the other three dump into the crib.

Ear corn is taken direct from the crib to a No. 2½ Western sheller by a No. 88 chain drag feeder; the shelled corn falls by gravity direct from sheller to boot. This house has but one eltr. leg and buckets are 15 inch, so ear corn as well as small grain can be lifted. On the dump floor is located the hopper scale and scale beam. In the cupola is a No. 0 Western cleaner. The grain is distributed to the different bins by a ball bearing turn head, which is operated from the first floor.

The house is built on concrete piers. The engine room is built of concrete and it situated 10 feet from the eltr. A 25 h. p. Fairbanks-Morse gasoline engine furnishes the power.

This eltr. was built for Bartlett, Kuhn & Co., at Humerick, Ind., by the Union Iron Works.

Entomologist Howard of the Dept. of Agri. reports the discovery of a bug which is destroying the boll weevil in Falls Co., Tex. The Dept. has introduced a parasite from Russia that destroys the Hessian fly.

The Dept. of Agri. is trying to enforce the law requiring live stock to be unloaded every 28 hours to be fed and watered. The railroads will try to have the law changed to permit live stock to be kept in transit 36 hours.

Exports.

Buckwheat exports for the 10 months prior to May 1 were 307,703 bus., compared with 31,006 bus. for the corresponding months of the preceding season.

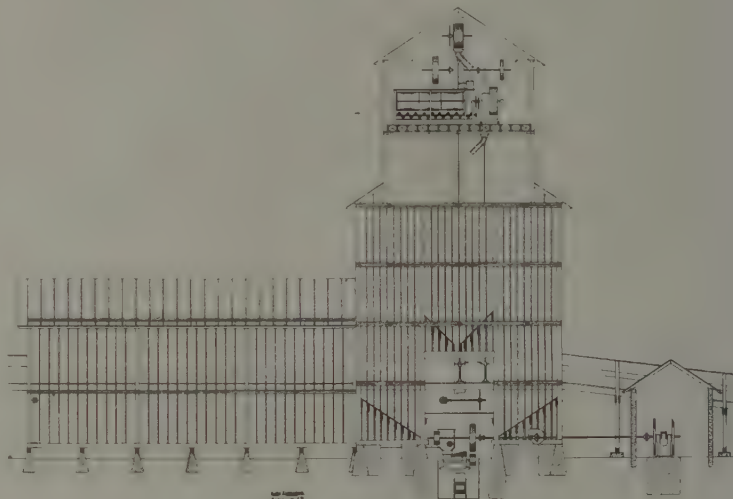
Broom corn exports for the 10 months were valued at \$199,180, compared with \$195,210 for the same months of 1903-4.

Malt exports for the 10 months were 403,341 bus., compared with 346,842 bus. for the corresponding months of the preceding season.

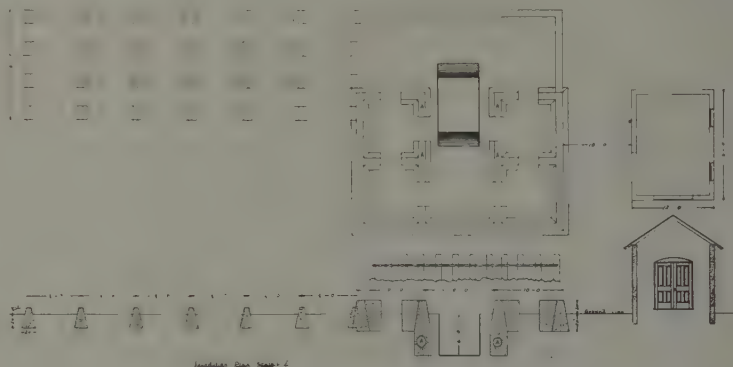
Exports of glucose for the 10 months were 138,420,347 pounds, compared with 133,940,155 pounds for the corresponding months of 1903-4, as reported by O. P. Austin, chief of the bureau of statistics.

Double covering of rice imported subjects the outer bags to assessment as unusual coverings.

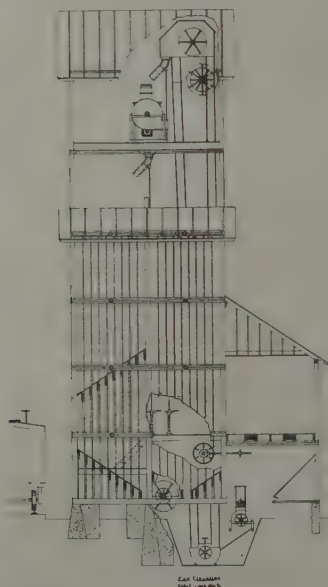
Reclamation of 700,000 acres of marsh lands in northeastern Illinois and northwestern Indiana is to be begun at once by the federal government.



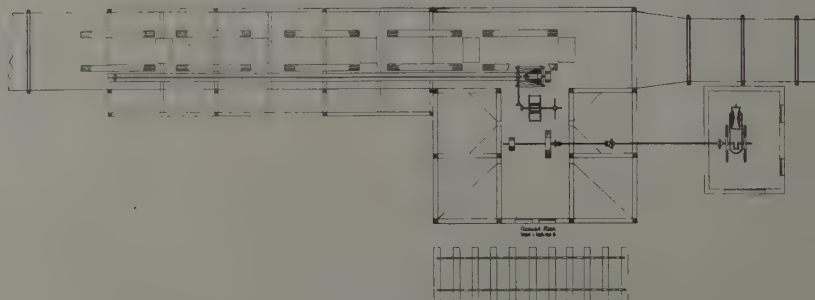
Side Elevation, Corn and Oats Elevator.



Foundation Plan, Elevator at Humerick, Ind.



End Elevation, Corn and Oats Elevator.



Ground Floor, Bin and Engine Room Floor Plan, Corn and Oats Elevator.

Elevator Boots.—IV.

CONSEQUENCES OF CHOKES.

BY R. M. PIERCE.

Volumes have been written in the various milling and grain journals on the disastrous results following a choked boot. Burnt belts, mutilated belts and cups, bent shafts, loss of time and fires are but brief suggestions of the complaints.

An insurance inspector of note writes: "In short, the friction of elevator head gearing, caused by the stopping of the cup belt, whether caused by the choking of the leg or other cause, has started more fires, in all probability, than any one single cause."

"Here, then, will be found a cause for many, perhaps the majority of the fires in country elevators not otherwise explained or explainable."

"In case of choking, the head pulley continues to revolve while the bucket belt remains stationary. This generates an intense heat, which ignites the belt and surrounding litter of strings, rags, lint and dust, almost invariably found clinging to the interior walls of heads, legs and boots. These burning particles fall down the leg casing and ignite the leg from cupola to pit. It is impossible to determine where the fire has originated and is located, as it appears at the boot and head of the leg at the same time. It may not appear for some hours after the plant has been closed down, as often the fire exists in a smouldering condition until a draft is developed sufficient to fan it into a blaze. The total destruction of the plant may result, and the old story is retold: 'Cause of fire unknown.'"

Another writer says: "I am convinced that but few elevator owners appreciate the dangers lurking in the elevator legs, and I think the agitation now going on should be persisted in until the situation is fully understood and a remedy applied."

"A leg may be watched for ten minutes to make sure the load is not too heavy, and then in ten minutes thereafter it may choke and burn the plant."

"One may search the country through and not find another piece of machinery that matches the elevator leg for mischief. Other machines may stop, but their stopping is not fraught with the same disastrous consequences."

"As has been repeatedly stated by writers, the cup belt is encased out of sight, in a wood casing, and the head and boot pulleys have a clearance of but about one inch on either side; therefore it cannot leave the pulleys, as it would do if in the open, in case of slippage. The belt must remain squarely on the face of the pulleys until burned off, if not relieved by stopping the machinery."

Another writer says: "It is probably safe to say there is not in all the vast list of machinery in use for various purposes, a single piece or part that possesses, approximately, the same dangerous elements as the ordinary grain elevator leg. The cup belt, the elevator head and the boot pulleys are all cased in out of sight, and the leg at any moment when elevating is liable to choke up and silently stop."

"When a leg chokes it always has a loaded belt, which, together with the strain of the belt on the head pulleys, possesses a weight of tons; and the continuous revolving of the head pulley causes a friction between the cup belt

and head pulley, or in the friction clutch or wheels, that very quickly ignites the interior of the head. The head casing is always lined inside with bags, strings, lint, bits of cloth, etc., carried there with the grain. It is not an uncommon thing to find bushels of these substances clinging to splinters, sheet iron corners and pulley arms. These, when burning, drop down inside the leg and set fire to the structure from cupola to basement, and it is impossible from general appearances to tell where or how the fire originated. Men who have care of legs do not report that they were negligent and permitted the leg to choke with such disastrous results. The fire is reported as started from 'unknown cause.'

"Chokes are most liable to occur when the plant is being rushed, and when the house can least afford to have delays, belts damaged and cups destroyed."

Another writer says: "If from any cause the elevator becomes choked—as from an elevator bucket becoming detached from the belt, or a car link or pin or block of wood received in a car of grain—a fire at the head will result in thirty seconds."

Another writer says: "One night it became choked, and before the miller caught onto that fact the belt came tumbling down the elevator legs, burned completely in two. Had it been a cotton belt, it is reasonable to suppose there would have been a fire, and in a very short time it would have gained such headway that the cause would have been beyond the ken of man."

I fully agree with another writer, who says: "In my opinion, the legs of an elevator cause more trouble in operating a plant, create, directly and indirectly, more expense in repairs and cause more fires than all things and conditions within its four walls."

I am quoting from these authorities to show that the opinions herein expressed are universally entertained.

The Aztecs of Mexico store grain in conical houses which dot the land for miles around.

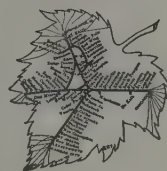
Chas. H. Brooks, the get-rich-quick operator of St. Louis, Mo., was recently convicted of using the mails in a scheme to defraud. He was connected with the Brooks Brokerage & Commission Co. and the Rialto Grain & Securities Co.

The total yield of wheat in New South Wales the past season is reported by the statistician of that country as 16,463,680 bus., or 9.3 bus. per acre sown. Of the 8,000,000 bus. available for export 4,250,000 bus. have been exported.

Reserves of old wheat were never smaller, and home requirements never greater, and we will have only the one crop to supply all demands. Secondly, cash wheat for almost two years has averaged around, and most of the time, above \$1 per bu., and I question very much if the farmer will sell freely on basis of 80c Chicago. It will mean less than 70c to the grower, and only in panicky times or when we have had a succession of good crops and reserves were very large has that price or lower prevailed. Last, but not least, the bears have sold the futures short recklessly on scenery, and I look for a repetition of the experience of the last few years, or the lowest prices while the first movement of new wheat is underway.—Edw. G. Heeman.

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Right Town on the Right Road



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Unusual openings for General Merchandise, Hardware, Furniture and Implement stores. Full particulars upon application to

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"Town Talk" tells townsites tales tersely and truthfully.
Sample copy sent for two cent stamp.

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Four Trains Daily

between Chicago, Indianapolis, Cincinnati and the South, via Monon Route and C. H. & D.

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between Chicago, Louisville and West Baden and French Lick Springs.

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Parlor Cars on Day Trains.
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CHICAGO.

CHAS. H. ROCKWELL,
Traffic Manager.

EXCELLENT OPENINGS FOR MILLS

All owners of flour mills and grain elevators located in the older-settled sections at points where conditions are not entirely satisfactory can be accommodated with locations along the



We will be glad to give particulars regarding very fine openings for mills, especially, in the best wheat growing sections of Oklahoma where large quantities of wagon wheat can be secured. Excellent inducements can be secured from local parties.

Write for a copy of handbook entitled "Opportunities".

M. SCHULTER
INDUSTRIAL COMMISSIONER
Frisco Building ST. LOUIS, MO.

"Just Good Nature."

BY TRAVELER.

I wonder how many grain dealers realize the commercial value of good nature—just plain, common (or perhaps uncommon), every-day good nature! Who that thinks at all can help doing so? And yet it is a quality far too rare—a commodity not the object of barter or sale, available to all, costing little to create, but nevertheless a boon that is priceless both to its happy possessor and others.

The average traveling man has it, of course. Who ever heard of an ill-natured, ill-mannered or morose solicitor? If there were one, how long would he last? No; good-nature is one of his assets, a smiling "front" his chief stock in trade. Once get within the range of his radiant geniality, learn something of his personality, and if he presents a reasonable proposition, you are disposed to meet him half way. Perhaps you are already committed to the custom of some other "good fellow" in the same line of trade and cannot divide your patronage. If so, you must turn this fellow down, but you are sorry to do it and you will try to throw something his way later on.

What has won you over? Simply good nature, affability, jolly fellowship—or whatever you may call it. With the traveling man it has become spontaneous, a matter of habit. Possibly he possessed it in his youth, but if not, he acquired it when he went on the road, for he soon learned that without it he must make a doleful failure. As the Scripture puts it, good nature has become his sword, his buckler and his shield, and against these defences the darts of trial and misfortune dash harmless.

All of that will be readily granted, but what about its application to your own affairs? Just this: Your prosperity is largely dependent upon the good will of others—the good will of your customers and those whom you, in turn, patronize; the good will of your competitors, the good will of your friends, your acquaintances, and an endless chain of their friends and acquaintances; the good will of the young men growing up around you who will soon be in business; the good will of employees in other houses; in short, the good will of a considerable portion of this wide, wide world, which you touch at places that you little dream of. Now, how can you better secure this good will than by exhibiting unbroken good nature, by taking everything in the right spirit?

In your relations to competitors the effect will be particularly felt. Who ever heard of a grain war at a station where one buyer out of two was persistently good natured? In fact, one such fellow out of six or eight has usually been able to preserve peace.

By "good nature" is not meant the easy-minded shiftlessness which too frequently passes for such, but the cheerful, helpful, pleasure-giving attitude of a strong man, who is not disturbed by trifles or swayed by sudden impulses, but can render to everyone his due. Such a man is seldom disappointed in the reception that he meets with from others, for he usually finds that a smile, a pleasant word, a friendly act, a fair offer or considerate treatment of any kind brings its full equivalent. All this, of course, is much more than "good nature," as that term has been commonly used, but unvarying good nature indicates the man-

ner of man who possesses it, and the trade-mark is registered in his countenance.

Automatic Grain Weighing.

During the past year a number of country grain dealers have equipped their elevators with automatic grain scales with very gratifying results in point of accuracy and economy of time.

One of these machines, which has been tested thru two crops without the manufacturers receiving a single complaint of its weighing accurately, is represented in the engraving herewith. This machine is



Bowlus Automatic Weighing Machine.

the result of years of experimenting and has now been perfected in all its details.

The machine comprises three circular hoppers of sheet steel, galvanized and painted, secured in an angle-steel frame. The flow from each hopper is cut off by a trap of special design, the power being supplied by the weight of the falling grain, their operation being controlled by levers. As some kinds of grain flow more slowly than others, the opening thru which the feed passes into the machine is enlarged instantly by the operator to weigh oats, for example, to the full speed of the machine, by shifting the feeding lever, shown at the left in the engraving.

The number of times that the weighing hopper has been discharged is shown by the figures of the register, each draft being 250 pounds. The last draft will remain in the hopper, which is provided with a scale by which to take the exact weight of the remnant. The size best adapted to elevator use has a capacity of 60,000 pounds of wheat per hour. Larger scales are built to order. The space required is 4x4 and 7 ft. high.

This scale is designed to be placed in a grain elevator under a spout from one or more bins, or may be fed from a hopper under the elevator head. The

grain flows from the spout into the upper hopper, which is stationary and bolted to the frame. The outlet of this hopper is set for different capacities by the hand lever. The grain accumulates in the middle hopper until sufficient weight is stored to tip and open the trap in the bottom of this hopper and at the same time close and lock trap in the bottom of the lower hopper. The weight accumulates in the third hopper until the beam tips, when instantly the trap in the receiving hopper is closed, thus holding back the grain, while the same movement registers this draft and opens the trap in the weighing hopper, which remains open until sufficient weight has accumulated in the receiving hopper to tip and close the trap for another cycle of operation.

The top frame is made of a single piece of angle steel, forged into shape, of sufficient strength to keep the bearings in alignment, a very essential factor in correct weighing. Neither does the settling of the building as the different bins are loaded affect the accuracy of this scale.

The bearings are made of hardened steel rollers, securely held in a cage, perfectly adjusted and very sensitive. They require no oil or lubricant of any kind and are absolutely dust-proof. There are but four bearing points at the moment of weighing a draft. The machine is of steel and iron thruout. The manufacturers guarantee this machine to weigh accurately wheat, rye, oats, barley, shelled corn and any kind of grain. Anyone interested in this machine can obtain additional information by addressing the manufacturers, the Bowlus Automatic Scale Co.

Marseilles imported last year 182,010 tons of peanuts.

The grain elevator at Carson, Ia., is run by electric power from a waterfall.

Ralli Bros., of London and Marseilles, are said to be the largest wheat brokers in Europe.

The pipe returning the cooling water shud always be submerged where it opens into the tank, otherwise the circulation will stop and the gasoline engine become overheated.

A crisis exists in the flour milling industry of Hungary. Argentine and Russian wheat is selling at lower prices in Austria, and American flour has driven Hungarian flour out of the British market.

Grain dealers in the southern states will have no reason to regret the decrease in the acreage planted to cotton this spring. The acreage is 11.4 per cent less than last year, as reported by the Dept. of Agri.

A rice plantation of 530,000 acres is to be developed by a company organized by B. F. Yoakum, chairman of the Board of Directors of the Frisco system. About \$1,000,000 is to be expended in irrigating the land in Calahan Co., Tex.

Argentina does not require elevators. Our farmers, as soon as they have threshed their grain sell direct to the merchant or the exporter, and these hold it no longer than necessary to accumulate a quantity for shipment. It costs more to clean on this side than in Europe, and the impurities separated from the grain have no market on this side, whereas they command a ready sale in Europe.—*Review of the River Plate.*

POWER CAR LOADERS FOR ELEVATORS.

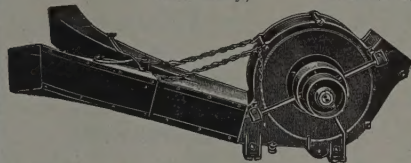
A Pleased Customer is the Best Advertisement, After All.

Maroa, Mfg. Co., Maroa, Ill.

Gentlemen:—Your favor of the 22nd inst. to hand and request noted. Desiring to install a car loader, and knowing that there was one in operation in the Leas elevator at West Alexandria, O., writer journeyed over to above place and interviewed man in charge. As loader had proven satisfactory, we secured from him place of manufacture and then wrote you. We had never seen any of your advertising. A pleased customer is the best advertisement after all. We remain, Yours truly,

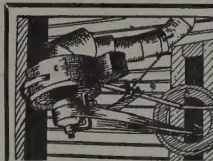
CAMDEN ELEVATOR CO., Per E. C. Eikenberry.

Not long ago we received an inquiry from the above firm which resulted in an order. When the inquirer does not state where he saw our advertisement or heard of our machine, we usually write him for that information so we will know what advertising is paying us the best. While most of them have seen the advertisement somewhere, yet a great many state that they have seen the loader in operation in some one else's elevator, or that it has been recommended to them by another. If there is none near you



which you can see, let us send you one on trial.

MAROA MFG. CO., Maroa, Ill.



NELSON Car Loaders

Are O. K.

Shipped on Trial

Write E. B. Nelson
Burchinal, Iowa
Patentee & Mfr.

If not in need of a Car Loader you need a

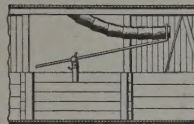
Nelson Flexible

Spout Holder

Sold for \$5.00 on ten days' trial.

E. B. NELSON

Burchinal, Iowa
Patent applied for



TONS to Dollars and Cents

Designed primarily for use of Coal and Hay Dealers. This book of tables shows at a glance the cost of any number of pounds of coal or hay at any price per ton from \$1.00, \$1.25, \$1.75, \$2.00 and so on to \$14.00. It is especially adapted for retailers. It is well printed on good paper, and bound in cloth. It has a marginal index. Size of book 4 1/4 x 8 1/4 inches, 116 pages.

Price \$1.00

GRAIN DEALERS COMPANY
255 LaSalle St. Chicago, Ill.

The Western Air Blast Grain Loader

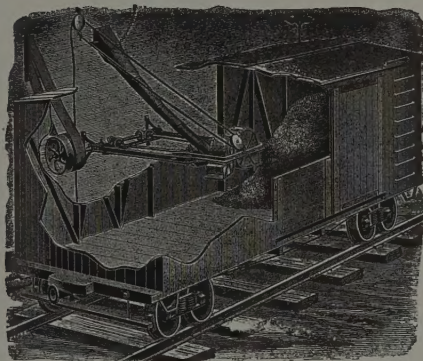
Loads, cleans and cools all at the same time. Latest and best, less power, perfect service. No more cracked corn, cleaner and better grain. After spending about two years in studying this problem we have found the proper principle for loading grain into cars and have perfected a machine which applies the principle of loading grain by air pressure, perfectly. We now have a number of these machines in operation.

Write us for descriptive catalogue and testimonials, prices, etc.

PROGRESSIVE MFG. CO.

:: :: PANA, ILL.

The Champion Car Loader



Will fill each end of the car at the same time.

Has a capacity of 6,000 to 9,000 bushels per hour.

A perfect success.

Write the inventor and pioneer manufacturer of the rotary car loaders, for full particulars.

Manufactured by

E. BAUDER

Successor to
E. H. REYNOLDS

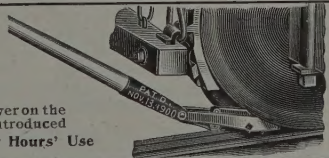
STERLING, ILL.

The Atlas Car-Mover

Manufactured exclusively by

The Appleton Car-Mover Co.
Appleton, Wis., U. S. A.

Is decidedly the best and most powerful Car-Mover on the market, and supersedes all others wherever introduced. Try an "ATLAS." It Will Pay for Itself in a Few Hours' Use

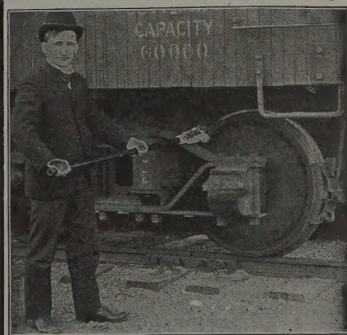


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IS PUTTING IT MILD

"The Special Train Mover"

IT SHOULD BE STYLED



SHIPPED ON TRIAL

Does not work on rail and expend its power at nearly dead center, but has advantage of full length of crank or radius of wheel. Moves a car 6 to 12 inches at each stroke on a level track. Price \$5.00 F. O. B. Odebolt, Iowa. Shipped C. O. D., subject to 10 days' trial and acceptance.

THE CONVEYOR CAR LOADER
Leads in its line. Carries grain from chutes that are low down and any distance from track. The new plan rope-drive connections furnished solves problem of loading from any number of chutes. Shipped on trial.

THE INCLINE ELEVATOR AND DUMP
and Storage System is the best and cheapest ear corn and small grain storage. Grain dealers, feeders and farmers plants solve the problem of cribbing ear corn, etc., without shoveling. Attracts the most profitable part of the business. Write for full particulars.

IOWA GRAIN & MFG. CO., Odebolt, Ia.



DO IT NOW

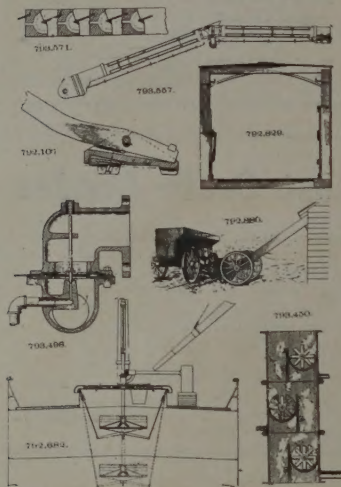
Write to-day for samples and prices of our bags. We make high grade Heavy Hemmed Top Jute Grain Bags, New Burlap Bags and Wool Bags. The prices are reasonable. Write to-day to MILWAUKEE BAG CO., Milwaukee, Wisconsin

Patents Granted

Carbureter. No. 792,878. Henri Bra-
sier, Paris, France.

Gas Engine. No. 793,347. Victor R.
Browning, Lakewood, O.

Explosive Engine. No. 793,091. Fran-
cis L. Perry, Bridgeport, Conn.



Rotary Gas Engine. No. 793,263. Franz
X. Atzberger, New York, N. Y.

Muffler for Gas Engines. No. 792,804.
Daniel G. Williams, Charlevoix, Mich.

Rotary Explosive Engine. No. 793-
270. Henrik E. B. Blomgren, Stockholm,
Sweden.

Igniter for Combustible Vapor En-
gines. No. 793,223. Willis J. Perkins,
Grand Rapids, Mich.

Vaporizer or Carbureter for Gas En-
gines. No. 792,670. Chas. D. Shain,
Rockaway Park, N. Y.

Oil or Gasoline Attachment for Gas-
oline Engines. No. 792,894. Jas. E.
Green, Belmont, W. Va.

Carburetor for Gas Engines. No. 793-
628. Thos. L. Sturtevant, Quincy, and
Thos. J. Sturtevant, Wellesley, Mass., as-
signors to Sturtevant Mill Co., Portland,
Me.

Portable Grain Elevator. No. 792,880.
(See cut.) Owen E. Casey, Lawrence,
Minn. An inclined elevator is mounted
on an axle and pair of wheels, a hopper
receiving the grain from the wagon and
the elevator belt being driven by a shaft.
The hopper has one side adjustable to
swing under the wagon.

Carburetor for Hydrocarbon Engines.
No. 793,498. (See cut.) Jacob L. Ash,
Lansing, Mich., assignor to Olds Motor
Works, Detroit, Mich. The 2 angle fit-
tings have recesses at the joint contain-
ing an iris diaphragm which annularly
contracts the air conduit in relation to
the oil discharge nozzle therein.

Grain or Coal Distributing Apparatus.
No. 792,682. (See cut.) Chas. A. Tur-
ner, Norfolk, Va. The apparatus is let
down thru the hatch into the hold of the
boat, and consists of a conical table ro-

tating on a vertical shaft. The grain is
spouted into a hopper, from which it falls
upon the table, having radial wings to
distribute the grain.

Car Mover. No. 792,107. (See cut.)
John E. Anderson, Cloquet, Minn. The
car mover comprises a shoe, an operating
lever fulcrumed thereto and a spring
rider applied to the under side of the
shoe, comprising a spring and a block,
the latter sustaining the wear and pro-
viding the necessary rise for the shoe.

Grain Cleaner. No. 793,450. (See cut.)
Jos. T. Leonard, Rolling Prairie, Ind. A
plurality of casings are arranged in
vertical alinement and have concaves ar-
ranged within, in each concave a shaft
carrying radial arms. A plate flanged
along its upper edge is arranged vertically
adjacent each concave, with means for
adjustment up and down. The grain is
fed into the concave.

Grain Riddle. No. 793,571. (See cut.)
Wm. H. Emerson, Detroit, Mich., as-
signor to Manson Campbell Co., Ltd.,
Detroit, Mich. In a grain riddle for sepa-
rating oats from other grain a plurality
of cross bars is combined with longitudi-
nal plates. The cross bar is provided
with a curved groove spaced into cham-
bers by plates, the plate longitudinal of
the bar projecting into the chambers.

Grain Car Door. No. 792,829. (See
cut.) Miles M. John, Pekin, Ill. The
vertically sliding main door carries at its
vertical edges strips, which slidably in-
terlock with the fastening guides secured
to the door posts. A hinged door exten-
sion is carried by the main door and pro-
vided with end frame strips engaging the
guard strips. Means are provided for
guiding the door and its extension to an
elevated position beneath the car roof.

A wheat famine is reported in Mexico.
Quoting July wheat higher than Sep-
tember is only another way of saying
that a bird in the hand is worth two in
the bush.

Duluth September new style at ruling
quotations deserves the attention of buy-
ers who are looking for a cheap spring
wheat option.

Scientific names for common insects
were agreed upon some time ago by the
Assn. of Economic Entomologists. The
army worm is to be known as *Heliothia*
unipuncta Haw.; the chinch bug as
Blissus leucopterus Say, and the Hessian
fly as *Cecidomyia destructor* Say.

A degree of Bachelor of Agricultural
Engineering will be conferred by the
Iowa State College hereafter to students
who complete a prescribed course in this
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tined to become a field of great utility
and importance. The Iowa State College
is the first institution in America to or-
ganize comprehensive instruction in this
line. Forty-nine agricultural students
were graduated at Ames this year.

One of the largest grain dealing com-
panies in the United States follows the
practice of taking off hedges early in the
month of delivery. In fact, some of its
hedges are taken off before the month
arrives. This is the principal reason why
the manipulators have repeatedly been
foiled in their attempts to squeeze this
commodity. Other grain dealers and millers
will do well to emulate their example by
taking hedges off early. The devil gen-
erally takes the hindmost.

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In using this journal the dealer minimizes the chance of making errors by posting from original entries.

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The book contains 240 pages, size 10 1/4 x 15 1/4 inches. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is bound in extra heavy cloth covers with leather back. Price, \$2.50.

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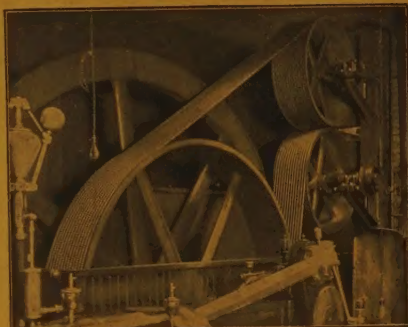


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